

# **Maine Health Data Organization Hospital Financial Information Part II**

## **2014 – 2018 Select Financial Information by Hospital**

Includes tables containing *select* data elements and ratios for each of Maine's non-governmental hospitals.

## Maine Health Data Organization Hospital Financial Data Release Notes - November 2019

### Hospital Mergers/Acquisitions:

**Parkview Adventist Medical Center** – On 06/16/2015 Parkview filed bankruptcy and was acquired by **Mid Coast Hospital** effective 8/21/2015. Last financial data reporting year for Parkview was FY 2014 (see [https://mhdo.maine.gov/hosp\\_fins\\_previous.htm](https://mhdo.maine.gov/hosp_fins_previous.htm)).

**St. Andrews Hospital & Miles Memorial Hospital** – On 10/01/2013, St. Andrews Hospital and Miles Memorial Hospital merged to form a new entity called **LincolnHealth**. Last financial data reporting year for St. Andrews Hospital and Miles Memorial Hospital was FY 2013 (see [https://mhdo.maine.gov/hosp\\_fins\\_previous.htm](https://mhdo.maine.gov/hosp_fins_previous.htm)).

**Southern Maine Medical Center & Henrietta Goodall Hospital** – On 01/01/2014, Henrietta Goodall Hospital and Southern Maine Medical Center merged to form a new entity called **Southern Maine Health Care**. Last financial reporting year for Goodall Hospital & Southern Maine Medical Center was FY 2013 (see [https://mhdo.maine.gov/hosp\\_fins\\_previous.htm](https://mhdo.maine.gov/hosp_fins_previous.htm)).

**Spring Harbor Hospital** - On 04/01/2014 Spring Harbor Hospital (a nonprofit psychiatric hospital) was merged with three nonprofit community health agencies, Maine Mental Health Partners, Community Counseling Center, Counseling Services, Inc., and Mid-Coast Mental Health Center. This merger of the five organizations formed to a single, unified corporate entity known as **Maine Behavioral Healthcare**. Maine Behavioral Healthcare was created to provide an integrated continuum of comprehensive, coordinated behavioral healthcare for Maine residents of all ages and serves in multiple locations throughout southern, western, and mid-coast Maine. Maine Behavioral is a member of the MaineHealth system and allied with Maine Medical Center's Department of Psychiatry, Southern Maine Health Care's Behavioral Health Services, and Pen Bay Medical Center's Department of Psychiatry. Last financial data reporting year for Spring Harbor Hospital was FY 2013 (see [https://mhdo.maine.gov/hosp\\_fins\\_previous.htm](https://mhdo.maine.gov/hosp_fins_previous.htm)).

### Fiscal Year End Date Changes:

**Maine Coast Memorial Hospital** changed its FYE from 6/30 to 9/30 on 10/1/2015

**Franklin Memorial Hospital** changed its FYE from 6/30 to 9/30 on 10/1/2014

**York Hospital** changed its FYE from 6/30 to 12/31 on 07/01/2014.

**Mercy Hospital** changed its FYE from 12/31 to 9/30 on 10/1/2013

### Hospital Peer Group Changes:

#### Effective April 2017:

- Inland Hospital and Northern Maine Medical Center changed from Peer Group "D" to "C".
- Peer Group "E" (Critical Access Hospitals) changed to "D".
- Peer Group "F" (Private Psychiatric Hospitals) changed to "E".

## Ratio Categories

### Profitability Ratios:

Provides information on the ability of the organization to produce a profit. Few hospitals could remain financially viable without a profit (or excess of revenues over expenses), especially over a long period of time. Cash flow would not be sufficient to meet normal cash requirements such as debt principal and investment in fixed or current assets. Six measures of profitability are included:

- Operating Margin
- Non-operating Revenue Margin
- Total Margin
- Return on Equity
- Net Operating Income (Operating Surplus or Loss)
- Total Surplus/Deficit (Total Surplus or Loss)

### Liquidity Ratios:

Measures an organization's ability to meet short-term obligations, collect receivables, and maintain cash position. Most organizations that experience financial problems do so because of a liquidity crisis; they are unable to pay current obligations as they become due. Five measures of liquidity are included:

- Current Ratio (Without Board Designated and Undesignated Investments)
- Days in Accounts Receivable
- Days Cash on Hand (Current)
- Days Cash on Hand (Including Board Designated and Undesignated Investments)
- Average Payment Period (Current Liabilities)

### Capital Structure Ratios:

Measures how an organization's assets are financed, and its capacity to pay for new debt. Many long-term creditors and bond rating agencies carefully evaluate capital structure ratios to determine an entity's ability to increase its amount of debt financing. Four capital structure ratios are included:

- Equity Financing
- Debt Service Coverage
- Cash Flow to Total Debt
- Fixed Asset Financing

### Asset Efficiency Ratios:

Measures the relationship between revenue and assets. The numerator is always revenue that may be thought of as a surrogate measure for output. The denominator is investment in some category of assets that may be thought of as a measure of output. Two asset efficiency ratios are included:

- Total Asset Turnover
- Fixed Asset Turnover

### Other:

These are other select ratios/data elements of interest to financial data users. These ratios/data elements are included but cannot be classified into the other categories of financial ratios. One ratio and sixteen data elements from the financial data template are included:

- Average Age of Plant (Depreciation Only)
- Net Plant, Property, Equipment
- Cash & Investments (Current Assets)
- Current Assets Whose Use is Limited
- Trustee-held Investments
- Board-Designated & Undesignated Investments
- Fund Balance-Unrestricted
- Temporarily Restricted Net Assets
- Permanently Restricted Net Assets
- Total Gross Patient Service Revenue
- Net Patient Service Revenue
- Total Non-operating Revenue
- Bad Debt (Provision for Bad Debt)
- Free Care (Charity Care)
- Total Operating Expenses
- Total Advertising Expenses
- Salaries and Benefits

# Maine Hospital Designation\*

August 1, 2019

| Hospital Name   | Peer Group |
|---|------------|
| Acadia Hospital (Northern Light Acadia Hospital)                | E          |
| Aroostook Medical Center (Northern Light A.R. Gould Hospital)   | B          |
| Blue Hill Memorial Hospital (Northern Light Blue Hill Hospital) | D          |
| Bridgton Hospital   | D          |
| Calais Regional Hospital  | D          |
| Cary Medical Center   | C          |
| Central Maine Medical Center                                    | A          |
| Charles A. Dean Memorial Hospital (Northern Light Charles A.    | D          |
| Down East Community Hospital                                    | D          |
| Eastern Maine Medical Center (Northern Light Eastern Maine      | A          |
| Franklin Memorial Hospital                                      | C          |
| Houlton Regional Hospital                                       | D          |
| Inland Hospital (Northern Light Inland Hospital)                | C          |
| LincolnHealth   | D          |
| Maine Behavioral Healthcare (Spring Harbor Hospital)            | E          |
| Maine Coast Memorial Hospital (Northern Light Maine Coast       | C          |
| Maine Medical Center  | A          |
| MaineGeneral Medical Center                                     | A          |
| Mayo Regional Hospital  | D          |
| Mercy Hospital (Northern Light Mercy Hospital)                  | B          |
| Mid Coast Hospital  | B          |
| Millinocket Regional Hospital                                   | D          |
| Mount Desert Island Hospital                                    | D          |
| New England Rehabilitation Hospital                             | F          |
| Northern Maine Medical Center                                   | C          |
| Penobscot Bay Medical Center                                    | B          |
| Penobscot Valley Hospital                                       | D          |
| Redington-Fairview General Hospital                             | D          |
| Rumford Community Hospital                                      | D          |
| Sebasticook Valley Hospital (Northern Light Sebasticook Valley  | D          |
| Southern Maine Health Care                                      | B          |
| St. Joseph Hospital   | B          |
| St. Mary's Regional Medical Center                              | B          |
| Stephens Memorial Hospital                                      | D          |
| Waldo County General Hospital                                   | D          |
| York Hospital   | B          |

\*Peer Group designations provided by the Maine Hospital Association (MHA)

## Hospital Peer Group A

The following hospitals are included in this peer group:

Central Maine Medical Center  
Eastern Maine Medical Center  
MaineGeneral Medical Center  
Maine Medical Center

# Maine Health Data Organization

## Hospital Financial Information Part II

| Central Maine Medical Center -- Lewiston, Me.                       |              | 2014           | 2015           | 2016           | 2017            | 2018            |
|---|--------------|----------------|----------------|----------------|-----------------|-----------------|
| <b>Profitability</b>  |              |                |                |                |                 |                 |
| Operating Margin  |              | 1.76%          | 2.93%          | (1.85%)        | (3.26%)         | (3.15%)         |
| Non-operating Revenue Margin  |              | 3.26%          | 8.32%          | (6.08%)        | (19.51%)        | (4.60%)         |
| Total Margin  |              | 1.82%          | 3.18%          | (1.74%)        | (2.71%)         | (3.01%)         |
| Return on Equity  |              | 11.07%         | 18.80%         | (11.91%)       | (22.62%)        | (31.59%)        |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 5,794,015   | \$ 10,671,726  | \$ (7,027,065) | \$ (12,323,834) | \$ (11,796,794) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 2,389,449   | \$ 7,425,724   | \$ (6,624,210) | \$ (10,793,895) | \$ (11,257,567) |
| <b>Liquidity</b>  |              |                |                |                |                 |                 |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 0.988          | 1.116          | 0.858          | 0.751           | 0.809           |
| Days in Accounts Receivable   | <i>days</i>  | 66.1           | 56.9           | 51.2           | 44.0            | 44.2            |
| Days Cash on Hand (Current)   | <i>days</i>  | 25.2           | 31.6           | 18.1           | 11.4            | 24.0            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 25.2           | 31.6           | 18.1           | 11.4            | 24.0            |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 110.1          | 92.7           | 97.9           | 89.8            | 106.8           |
| <b>Capital Structure</b>  |              |                |                |                |                 |                 |
| Equity Financing  |              | 19.71%         | 23.16%         | 20.37%         | 18.65%          | 14.04%          |
| Debt Service Coverage   | <i>rate</i>  | 2.959          | 3.022          | 1.409          | 0.987           | 1.507           |
| Cash Flow to Total Debt   |              | 11.82%         | 14.81%         | 5.18%          | 3.98%           | 4.13%           |
| Fixed Asset Financing   |              | 83.10%         | 83.55%         | 73.54%         | 75.89%          | 81.06%          |
| <b>Asset Efficiency</b>   |              |                |                |                |                 |                 |
| Total Asset Turnover  | <i>rate</i>  | 1.201          | 1.367          | 1.394          | 1.554           | 1.475           |
| Fixed Asset Turnover  | <i>rate</i>  | 2.273          | 2.675          | 2.556          | 2.815           | 2.823           |
| <b>Other</b>  |              |                |                |                |                 |                 |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 10.8           | 12.4           | 14.0           | 14.5            | 13.9            |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 144,999,530 | \$ 136,363,163 | \$ 148,728,172 | \$ 134,261,246  | \$ 132,621,471  |
| Cash & Investments (Current Assets)                                 |              | \$ 14,547,603  | \$ 22,562,420  | \$ 12,406,161  | \$ 7,712,672    | \$ 18,108,395   |
| Current Assets Whose Use is Limited                                 |              | \$ 6,446,320   | \$ 6,475,224   | \$ 5,911,158   | \$ 3,954,481    | \$ 5,964,179    |
| Trustee Held Investments  |              | \$ 13,355,790  | \$ 13,106,308  | \$ 14,791,138  | \$ 13,728,149   | \$ 13,256,953   |
| Board-Designated & Undesignated Investments                         |              | †              | †              | †              | †               | †               |
| Fund Balance-Unrestricted   |              | \$ 54,120,105  | \$ 61,924,864  | \$ 55,605,831  | \$ 45,597,518   | \$ 35,701,393   |
| Temporarily Restricted Net Assets                                   |              | \$ 8,979,161   | \$ 8,328,679   | \$ 8,481,827   | \$ 9,091,763    | \$ 6,319,286    |
| Permanently Restricted Net Assets                                   |              | \$ 19,143,621  | \$ 19,926,476  | \$ 20,776,245  | \$ 21,036,152   | \$ 21,257,299   |
| Total Gross Patient Service Revenue                                 |              | \$ 729,396,764 | \$ 761,776,048 | \$ 827,203,148 | \$ 887,546,190  | \$ 890,236,339  |
| Net Patient Service Revenue   |              | \$ 306,690,763 | \$ 328,074,949 | \$ 345,081,835 | \$ 352,358,425  | \$ 349,605,012  |
| Total Non-Operating Revenue   |              | \$ 195,434     | \$ 968,138     | \$ 402,855     | \$ 2,011,664    | \$ 518,936      |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 35,478,477  | \$ 17,702,120  | \$ 27,197,719  | \$ 25,871,009   | \$ 26,803,115   |
| Free Care (Charity Care)  |              | \$ 13,337,912  | \$ 10,948,452  | \$ 14,896,001  | \$ 18,578,335   | \$ 16,010,704   |
| Total Operating Expenses  |              | \$ 323,834,898 | \$ 354,068,607 | \$ 387,126,544 | \$ 390,289,127  | \$ 386,202,982  |
| Total Advertising Expenses  |              | \$ 479,613     | \$ 749,558     | \$ 1,181,213   | \$ 690,803      | \$ 546,910      |
| Salaries and Benefits   |              | \$ 194,561,947 | \$ 211,618,393 | \$ 222,489,915 | \$ 221,899,700  | \$ 211,879,691  |

# Maine Health Data Organization

## Hospital Financial Information Part II

| Eastern Maine Medical Center -- Bangor, Me.                         |              | 2014             | 2015             | 2016             | 2017             | 2018             |
|---|--------------|------------------|------------------|------------------|------------------|------------------|
| <b>Profitability</b>  |              |                  |                  |                  |                  |                  |
| Operating Margin  |              | 2.50%            | 5.49%            | 3.83%            | 3.25%            | 1.01%            |
| Non-operating Revenue Margin  |              | 8.40%            | 5.46%            | 5.64%            | 36.11%           | 8.18%            |
| Total Margin  |              | 2.72%            | 5.79%            | 4.05%            | 4.99%            | 1.10%            |
| Return on Equity  |              | 5.25%            | 11.78%           | 8.32%            | 17.50%           | 3.75%            |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 16,727,906    | \$ 39,562,673    | \$ 29,747,185    | \$ 27,815,541    | \$ 8,883,385     |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 18,262,024    | \$ 41,845,992    | \$ 31,524,918    | \$ 43,538,841    | \$ 9,675,021     |
| <b>Liquidity</b>  |              |                  |                  |                  |                  |                  |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 1.616            | 1.806            | 2.170            | 2.459            | 3.152            |
| Days in Accounts Receivable   | <i>days</i>  | 39.8             | 43.3             | 41.4             | 41.9             | 42.9             |
| Days Cash on Hand (Current)   | <i>days</i>  | 28.1             | 33.2             | 41.8             | 14.4             | 52.1             |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 150.6            | 148.1            | 139.6            | 37.0             | 75.2             |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 52.6             | 52.1             | 45.0             | 36.7             | 37.3             |
| <b>Capital Structure</b>  |              |                  |                  |                  |                  |                  |
| Equity Financing  |              | 46.24%           | 45.58%           | 40.50%           | 31.69%           | 32.38%           |
| Debt Service Coverage   | <i>rate</i>  | 7.422            | 11.978           | 7.671            | 5.024            | 2.942            |
| Cash Flow to Total Debt   |              | 10.24%           | 15.46%           | 10.79%           | 11.88%           | 7.20%            |
| Fixed Asset Financing   |              | 83.03%           | 63.35%           | 90.81%           | 78.12%           | 77.69%           |
| <b>Asset Efficiency</b>   |              |                  |                  |                  |                  |                  |
| Total Asset Turnover  | <i>rate</i>  | 0.891            | 0.927            | 0.832            | 1.110            | 1.106            |
| Fixed Asset Turnover  | <i>rate</i>  | 2.633            | 2.193            | 1.980            | 1.902            | 1.968            |
| <b>Other</b>  |              |                  |                  |                  |                  |                  |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 13.3             | 13.8             | 12.3             | 16.9             | 12.6             |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 254,044,104   | \$ 328,464,249   | \$ 391,977,504   | \$ 450,060,522   | \$ 446,808,639   |
| Cash & Investments (Current Assets)                                 |              | \$ 34,522,884    | \$ 47,762,234    | \$ 65,576,104    | \$ 28,125,022    | \$ 116,178,677   |
| Current Assets Whose Use is Limited                                 |              | \$ 13,897,156    | \$ 11,986,674    | \$ 16,663,619    | \$ 3,789,260     | \$ 3,879,617     |
| Trustee Held Investments  |              | \$ 106,988,457   | \$ 41,474,869    | \$ 144,090,612   | \$ 82,738,154    | \$ 21,386,941    |
| Board-Designated & Undesignated Investments                         |              | \$ 211,145,028   | \$ 206,846,016   | \$ 192,417,920   | \$ 49,889,759    | \$ 53,205,491    |
| Fund Balance-Unrestricted   |              | \$ 347,963,358   | \$ 355,379,877   | \$ 378,847,334   | \$ 248,842,926   | \$ 257,743,509   |
| Temporarily Restricted Net Assets                                   |              | \$ 27,224,227    | \$ 32,827,338    | \$ 31,867,125    | \$ 34,858,924    | \$ 30,477,511    |
| Permanently Restricted Net Assets                                   |              | \$ 11,813,709    | \$ 11,643,600    | \$ 11,838,711    | \$ 12,028,892    | \$ 12,737,452    |
| Total Gross Patient Service Revenue                                 |              | \$ 1,370,595,051 | \$ 1,505,053,654 | \$ 1,631,943,865 | \$ 1,803,509,897 | \$ 1,903,577,823 |
| Net Patient Service Revenue   |              | \$ 638,912,243   | \$ 690,619,665   | \$ 742,503,234   | \$ 815,807,993   | \$ 814,022,092   |
| Total Non-Operating Revenue   |              | \$ 1,534,118     | \$ 2,283,319     | \$ 1,777,733     | \$ 15,723,300    | \$ 791,636       |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 40,643,964    | \$ 32,553,501    | \$ 25,489,594    | \$ 39,083,541    | \$ 48,945,557    |
| Free Care (Charity Care)  |              | \$ 27,542,258    | \$ 20,465,047    | \$ 24,911,411    | \$ 23,753,163    | \$ 25,461,346    |
| Total Operating Expenses  |              | \$ 652,244,681   | \$ 680,823,269   | \$ 746,442,259   | \$ 828,215,961   | \$ 870,395,089   |
| Total Advertising Expenses  |              | \$ 1,495,926     | \$ 1,621,983     | \$ 1,594,176     | \$ 2,064,704     | \$ 1,434,966     |
| Salaries and Benefits   |              | \$ 346,353,455   | \$ 355,113,126   | \$ 380,058,227   | \$ 426,990,065   | \$ 447,274,893   |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| MaineGeneral Medical Center-- Augusta, Me.                          |       | 2014            | 2015            | 2016           | 2017            | 2018             |
|---|-------|-----------------|-----------------|----------------|-----------------|------------------|
| <b>Profitability</b>  |       |                 |                 |                |                 |                  |
| Operating Margin  |       | (3.59%)         | (5.96%)         | 0.28%          | (4.26%)         | 0.42%            |
| Non-operating Revenue Margin  |       | (78.62%)        | (16.10%)        | 56.09%         | (31.23%)        | 53.84%           |
| Total Margin  |       | (1.98%)         | (5.09%)         | 0.64%          | (3.22%)         | 0.89%            |
| Return on Equity  |       | (3.32%)         | (9.69%)         | 1.46%          | (7.29%)         | 2.01%            |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (14,312,531) | \$ (24,308,844) | \$ 1,282,149   | \$ (19,120,071) | \$ 1,978,399     |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (5,524,571)  | \$ (20,937,495) | \$ 2,919,724   | \$ (14,569,619) | \$ 4,285,529     |
| <b>Liquidity</b>  |       |                 |                 |                |                 |                  |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.634           | 1.685           | 1.905          | 1.855           | 2.252            |
| Days in Accounts Receivable   | days  | 99.6            | 87.1            | 74.1           | 70.1            | 62.0             |
| Days Cash on Hand (Current)   | days  | 22.6            | 24.2            | 13.3           | 19.6            | 17.9             |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 69.8            | 72.2            | 65.3           | 68.6            | 71.8             |
| Average Payment Period (Current Liabilities)                        | days  | 82.3            | 69.9            | 60.4           | 58.3            | 45.9             |
| <b>Capital Structure</b>  |       |                 |                 |                |                 |                  |
| Equity Financing  |       | 36.51%          | 34.41%          | 32.45%         | 33.49%          | 35.95%           |
| Debt Service Coverage   | rate  | 1.863           | 1.221           | 2.230          | 1.448           | 1.499            |
| Cash Flow to Total Debt   |       | 3.82%           | 1.94%           | 7.59%          | 3.53%           | 6.87%            |
| Fixed Asset Financing   |       | 72.52%          | 74.18%          | 75.79%         | 75.86%          | 78.90%           |
| <b>Asset Efficiency</b>   |       |                 |                 |                |                 |                  |
| Total Asset Turnover  | rate  | 0.612           | 0.654           | 0.737          | 0.760           | 0.807            |
| Fixed Asset Turnover  | rate  | 0.935           | 0.987           | 1.145          | 1.177           | 1.286            |
| <b>Other</b>  |       |                 |                 |                |                 |                  |
| Average Age of Plant (Depreciation only)                            | years | 7.1             | 6.4             | 7.2            | 7.8             | 10.8             |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 426,506,499  | \$ 412,803,852  | \$ 395,607,852 | \$ 381,241,966  | \$ 370,696,337   |
| Cash & Investments (Current Assets)                                 |       | \$ 24,042,759   | \$ 26,706,884   | \$ 15,378,900  | \$ 23,566,859   | \$ 22,146,489    |
| Current Assets Whose Use is Limited                                 |       | †               | †               | †              | †               | †                |
| Trustee Held Investments  |       | \$ 33,593,442   | \$ 24,516,455   | \$ 24,263,341  | \$ 24,294,245   | \$ 25,393,173    |
| Board-Designated & Undesignated Investments                         |       | \$ 50,399,562   | \$ 52,953,883   | \$ 60,257,746  | \$ 58,920,821   | \$ 66,923,274    |
| Fund Balance-Unrestricted   |       | \$ 241,687,895  | \$ 216,127,768  | \$ 200,097,762 | \$ 199,791,947  | \$ 213,347,468   |
| Temporarily Restricted Net Assets                                   |       | \$ 7,440,626    | \$ 5,707,308    | \$ 4,454,112   | \$ 4,568,545    | \$ 4,287,617     |
| Permanently Restricted Net Assets                                   |       | \$ 16,334,692   | \$ 16,779,818   | \$ 17,353,326  | \$ 18,659,861   | \$ 19,673,007    |
| Total Gross Patient Service Revenue                                 |       | \$ 790,401,643  | \$ 843,043,211  | \$ 910,123,283 | \$ 956,756,011  | \$ 1,022,992,410 |
| Net Patient Service Revenue   |       | \$ 373,876,568  | \$ 377,748,273  | \$ 421,904,417 | \$ 417,512,026  | \$ 441,711,160   |
| Total Non-Operating Revenue   |       | \$ 6,299,665    | \$ 3,371,349    | \$ 1,637,575   | \$ 4,550,452    | \$ 2,307,130     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 24,048,918   | \$ 34,619,280   | \$ 32,880,356  | \$ 30,958,763   | \$ 34,854,472    |
| Free Care (Charity Care)  |       | \$ 11,321,984   | \$ 12,586,822   | \$ 12,262,918  | \$ 8,071,116    | \$ 7,461,410     |
| Total Operating Expenses  |       | \$ 413,143,820  | \$ 431,924,624  | \$ 451,708,135 | \$ 467,732,126  | \$ 474,648,582   |
| Total Advertising Expenses  |       | \$ 907,030      | \$ 781,314      | \$ 649,802     | \$ 854,890      | \$ 855,024       |
| Salaries and Benefits   |       | \$ 212,450,458  | \$ 218,559,348  | \$ 228,505,372 | \$ 240,788,191  | \$ 249,179,916   |

† Data not available or not applicable



# Maine Health Data Organization

## Hospital Financial Information Part II

| Maine Medical Center -- Portland, Me.                               |              | 2014             | 2015             | 2016             | 2017             | 2018             |
|---|--------------|------------------|------------------|------------------|------------------|------------------|
| <b>Profitability</b>  |              |                  |                  |                  |                  |                  |
| Operating Margin  |              | 7.78%            | 7.68%            | 9.08%            | 9.25%            | 9.56%            |
| Non-operating Revenue Margin  |              | 6.63%            | 5.38%            | 6.54%            | 17.48%           | 17.20%           |
| Total Margin  |              | 8.29%            | 8.08%            | 9.66%            | 10.99%           | 11.33%           |
| Return on Equity  |              | 13.58%           | 15.44%           | 20.96%           | 20.96%           | 19.09%           |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 76,986,000    | \$ 83,409,000    | \$ 111,332,000   | \$ 125,477,000   | \$ 140,453,000   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 82,452,000    | \$ 88,155,000    | \$ 119,118,000   | \$ 152,049,000   | \$ 169,620,000   |
| <b>Liquidity</b>  |              |                  |                  |                  |                  |                  |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 2.049            | 2.045            | 2.234            | 2.154            | 2.654            |
| Days in Accounts Receivable   | <i>days</i>  | 32.5             | 31.1             | 36.6             | 39.4             | 39.1             |
| Days Cash on Hand (Current)   | <i>days</i>  | 77.3             | 137.9            | 141.4            | 153.1            | 211.1            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 190.7            | 229.2            | 228.2            | 237.1            | 290.9            |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 63.7             | 94.0             | 89.7             | 100.6            | 103.5            |
| <b>Capital Structure</b>  |              |                  |                  |                  |                  |                  |
| Equity Financing  |              | 54.71%           | 44.45%           | 40.42%           | 46.40%           | 47.22%           |
| Debt Service Coverage   | <i>rate</i>  | 12.718           | 16.272           | 21.264           | 27.968           | 29.407           |
| Cash Flow to Total Debt   |              | 27.66%           | 20.33%           | 21.40%           | 26.83%           | 24.99%           |
| Fixed Asset Financing   |              | 21.62%           | 30.93%           | 30.43%           | 28.44%           | 61.06%           |
| <b>Asset Efficiency</b>   |              |                  |                  |                  |                  |                  |
| Total Asset Turnover  | <i>rate</i>  | 0.897            | 0.849            | 0.877            | 0.885            | 0.796            |
| Fixed Asset Turnover  | <i>rate</i>  | 2.284            | 2.471            | 2.753            | 2.873            | 2.761            |
| <b>Other</b>  |              |                  |                  |                  |                  |                  |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 9.1              | 10.0             | 10.4             | 9.3              | 9.4              |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 433,160,000   | \$ 439,606,000   | \$ 445,197,000   | \$ 472,184,000   | \$ 531,771,000   |
| Cash & Investments (Current Assets)                                 |              | \$ 176,899,000   | \$ 337,509,000   | \$ 403,628,000   | \$ 480,836,000   | \$ 596,501,000   |
| Current Assets Whose Use is Limited                                 |              | \$ 4,454,000     | \$ 19,799,000    | \$ 4,688,000     | \$ 5,026,000     | \$ 126,078,000   |
| Trustee Held Investments  |              | \$ 21,153,000    | \$ 21,393,000    | \$ 21,920,000    | \$ 23,282,000    | \$ 26,148,000    |
| Board-Designated & Undesignated Investments                         |              | \$ 265,801,000   | \$ 236,789,000   | \$ 250,883,000   | \$ 266,688,000   | \$ 273,118,000   |
| Fund Balance-Unrestricted   |              | \$ 607,064,000   | \$ 570,905,000   | \$ 568,194,000   | \$ 725,371,000   | \$ 888,633,000   |
| Temporarily Restricted Net Assets                                   |              | \$ 90,066,000    | \$ 75,246,000    | \$ 73,753,000    | \$ 85,854,000    | \$ 101,731,000   |
| Permanently Restricted Net Assets                                   |              | \$ 26,972,000    | \$ 28,165,000    | \$ 28,375,000    | \$ 28,629,000    | \$ 31,917,000    |
| Total Gross Patient Service Revenue                                 |              | \$ 1,717,205,000 | \$ 1,884,986,000 | \$ 2,048,650,000 | \$ 2,332,726,000 | \$ 2,599,511,000 |
| Net Patient Service Revenue   |              | \$ 854,624,000   | \$ 925,689,000   | \$ 1,019,294,000 | \$ 1,118,172,000 | \$ 1,199,065,000 |
| Total Non-Operating Revenue   |              | \$ 5,466,000     | \$ 4,746,000     | \$ 7,786,000     | \$ 26,572,000    | \$ 29,167,000    |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 45,872,000    | \$ 43,047,000    | \$ 36,773,000    | \$ 40,994,000    | \$ 76,183,000    |
| Free Care (Charity Care)  |              | \$ 47,552,000    | \$ 40,064,000    | \$ 43,294,000    | \$ 52,473,000    | \$ 49,680,000    |
| Total Operating Expenses  |              | \$ 912,352,000   | \$ 1,002,981,000 | \$ 1,114,310,000 | \$ 1,231,213,000 | \$ 1,327,967,000 |
| Total Advertising Expenses  |              | \$ 1,988,000     | \$ 2,008,000     | \$ 1,185,059     | \$ 2,092,383     | \$ 1,589,000     |
| Salaries and Benefits   |              | \$ 499,693,000   | \$ 552,736,000   | \$ 600,762,000   | \$ 658,790,000   | \$ 700,780,000   |

† Data not available or not applicable

## Hospital Peer Group B

The following hospitals are included in this peer group:

Aroostook Medical Center (The)  
Mercy Hospital  
Mid Coast Hospital  
Penobscot Bay Medical Center  
Southern Maine Health Care  
St. Joseph Hospital  
St. Mary's Regional Medical Center  
York Hospital

# Maine Health Data Organization

## Hospital Financial Information Part II

| Aroostook Medical Center, The (TAMC) -- Presque Isle, Me.           |       | 2014           | 2015           | 2016            | 2017            | 2018           |
|---|-------|----------------|----------------|-----------------|-----------------|----------------|
| <b>Profitability</b>  |       |                |                |                 |                 |                |
| Operating Margin  |       | (3.14%)        | 0.14%          | (10.44%)        | 0.94%           | 2.56%          |
| Non-operating Revenue Margin  |       | 1.32%          | 41.93%         | 1.63%           | (4.15%)         | 1.80%          |
| Total Margin  |       | (3.18%)        | 0.25%          | (10.63%)        | 0.90%           | 2.61%          |
| Return on Equity  |       | (11.83%)       | 1.04%          | (86.02%)        | 7.92%           | 19.65%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (3,322,416) | \$ 167,492     | \$ (11,890,340) | \$ 1,250,152    | \$ 3,606,635   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (3,366,943) | \$ 288,414     | \$ (12,087,186) | \$ 1,200,281    | \$ 3,672,691   |
| <b>Liquidity</b>  |       |                |                |                 |                 |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.991          | 0.848          | 0.759           | 0.998           | 1.333          |
| Days in Accounts Receivable   | days  | 52.2           | 57.9           | 44.8            | 40.0            | 36.2           |
| Days Cash on Hand (Current)   | days  | 10.7           | 9.9            | 4.0             | (38.6)          | (10.9)         |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 17.9           | 10.4           | 4.0             | (22.1)          | 6.3            |
| Average Payment Period (Current Liabilities)                        | days  | 87.5           | 117.3          | 86.3            | 43.9            | 43.3           |
| <b>Capital Structure</b>  |       |                |                |                 |                 |                |
| Equity Financing  |       | 40.20%         | 34.76%         | 20.17%          | 26.59%          | 30.49%         |
| Debt Service Coverage   | rate  | 0.340          | 2.926          | (3.249)         | 6.762           | 9.339          |
| Cash Flow to Total Debt   |       | 0.64%          | 8.40%          | (11.39%)        | 12.20%          | 17.62%         |
| Fixed Asset Financing   |       | 21.46%         | 13.96%         | 54.23%          | 58.58%          | 61.61%         |
| <b>Asset Efficiency</b>   |       |                |                |                 |                 |                |
| Total Asset Turnover  | rate  | 1.493          | 1.458          | 1.633           | 2.334           | 2.297          |
| Fixed Asset Turnover  | rate  | 3.443          | 3.170          | 3.016           | 3.825           | 4.277          |
| <b>Other</b>  |       |                |                |                 |                 |                |
| Average Age of Plant (Depreciation only)                            | years | 15.2           | 14.3           | 10.8            | 14.8            | 15.9           |
| Net Plant, Property & Equipment (PP&E)                              | \$    | 30,734,617     | \$ 36,665,289  | \$ 37,772,987   | \$ 34,790,766   | \$ 32,908,393  |
| Cash & Investments (Current Assets)                                 | \$    | 2,697,143      | \$ 2,624,292   | \$ (1,871,709)  | \$ (13,600,972) | \$ (4,059,631) |
| Current Assets Whose Use is Limited                                 | \$    | 405,813        | \$ 407,440     | \$ 3,171,287    | \$ 73,576       | \$ 88,772      |
| Trustee Held Investments  | \$    | 5,459,595      | \$ 5,447,925   | \$ 5,366,168    | †               | †              |
| Board-Designated & Undesignated Investments                         | \$    | 2,063,796      | \$ 167,399     | \$ 7,500        | \$ 5,796,355    | \$ 6,273,011   |
| Fund Balance-Unrestricted   | \$    | 28,470,477     | \$ 27,738,678  | \$ 14,051,974   | \$ 15,158,148   | \$ 18,691,062  |
| Temporarily Restricted Net Assets                                   | \$    | 2,661,528      | \$ 4,331,167   | \$ 4,299,974    | \$ 4,512,573    | \$ 3,956,599   |
| Permanently Restricted Net Assets                                   | \$    | 1,690,328      | \$ 2,724,173   | \$ 2,724,173    | \$ 2,724,173    | \$ 2,724,373   |
| Total Gross Patient Service Revenue                                 | \$    | 232,162,794    | \$ 246,341,520 | \$ 274,295,361  | \$ 303,285,308  | \$ 318,136,458 |
| Net Patient Service Revenue   | \$    | 100,873,213    | \$ 111,394,882 | \$ 110,709,573  | \$ 125,610,228  | \$ 129,685,650 |
| Total Non-Operating Revenue   | \$    | (44,527)       | \$ 120,922     | \$ (196,846)    | \$ (49,871)     | \$ 66,056      |
| Bad Debt (Provision for Bad Debt)                                   | \$    | 5,316,317      | \$ 7,025,504   | \$ 7,857,185    | \$ 6,304,884    | \$ 8,571,822   |
| Free Care (Charity Care)  | \$    | 5,991,761      | \$ 4,517,667   | \$ 3,036,601    | \$ 5,020,903    | \$ 4,049,326   |
| Total Operating Expenses  | \$    | 109,145,082    | \$ 116,049,317 | \$ 125,821,317  | \$ 131,825,980  | \$ 137,155,467 |
| Total Advertising Expenses  | \$    | 280,497        | †              | †               | †               | †              |
| Salaries and Benefits   | \$    | 69,210,141     | \$ 71,641,003  | \$ 74,562,559   | \$ 77,133,986   | \$ 81,640,627  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Mercy Hospital -- Portland, Me.                                     |       | 2014           | 2015            | 2016            | 2017           | 2018           |
|---|-------|----------------|-----------------|-----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                 |                 |                |                |
| Operating Margin  |       | 1.15%          | (10.22%)        | (7.92%)         | (1.85%)        | 0.69%          |
| Non-operating Revenue Margin  |       | 95.74%         | 0.57%           | (0.24%)         | (1.85%)        | 5.13%          |
| Total Margin  |       | 21.50%         | (10.29%)        | (7.90%)         | (1.82%)        | 0.73%          |
| Return on Equity  |       | 104.60%        | (53.40%)        | (85.48%)        | (15.42%)       | 6.47%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 2,581,893   | \$ (22,239,371) | \$ (17,444,022) | \$ (3,931,344) | \$ 1,541,573   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 60,564,441  | \$ (22,367,611) | \$ (17,401,983) | \$ (3,860,048) | \$ 1,624,885   |
| <b>Liquidity</b>  |       |                |                 |                 |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.181          | 0.900           | 0.721           | 0.715          | 0.784          |
| Days in Accounts Receivable   | days  | 58.5           | 52.2            | 45.6            | 43.6           | 43.6           |
| Days Cash on Hand (Current)   | days  | 18.6           | 16.9            | 7.3             | (14.3)         | (15.7)         |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 18.6           | 16.9            | 7.3             | (7.9)          | (8.8)          |
| Average Payment Period (Current Liabilities)                        | days  | 80.9           | 95.0            | 91.5            | 59.5           | 56.1           |
| <b>Capital Structure</b>  |       |                |                 |                 |                |                |
| Equity Financing  |       | 30.76%         | 22.87%          | 13.09%          | 18.77%         | 19.55%         |
| Debt Service Coverage   | rate  | 7.235          | (1.254)         | (0.345)         | 1.061          | 2.027          |
| Cash Flow to Total Debt   |       | 53.84%         | (6.04%)         | (3.06%)         | 3.05%          | 8.32%          |
| Fixed Asset Financing   |       | 54.19%         | 55.21%          | 63.56%          | 63.65%         | 63.62%         |
| <b>Asset Efficiency</b>   |       |                |                 |                 |                |                |
| Total Asset Turnover  | rate  | 1.496          | 1.187           | 1.416           | 1.591          | 1.738          |
| Fixed Asset Turnover  | rate  | 1.828          | 1.885           | 2.113           | 2.137          | 2.365          |
| <b>Other</b>  |       |                |                 |                 |                |                |
| Average Age of Plant (Depreciation only)                            | years | 1.0            | 1.7             | 2.7             | 6.0            | 7.1            |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 122,339,675 | \$ 115,409,016  | \$ 104,200,298  | \$ 99,264,589  | \$ 94,336,012  |
| Cash & Investments (Current Assets)                                 |       | \$ 10,742,480  | \$ 10,461,867   | \$ 4,328,335    | \$ (8,364,781) | \$ (9,382,182) |
| Current Assets Whose Use is Limited                                 |       | \$ 21,728      | \$ 19,917       | \$ 155,328      | \$ 165,282     | \$ 161,089     |
| Trustee Held Investments  |       | \$ 3,095,845   | \$ 5,050,184    | \$ 4,108,072    | \$ 391,691     | \$ 55,477      |
| Board-Designated & Undesignated Investments                         |       | †              | †               | \$ 16,867       | \$ 3,679,352   | \$ 4,067,220   |
| Fund Balance-Unrestricted   |       | \$ 57,899,218  | \$ 41,889,730   | \$ 20,358,614   | \$ 25,039,330  | \$ 25,108,293  |
| Temporarily Restricted Net Assets                                   |       | \$ 1,993,819   | \$ 1,649,546    | \$ 6,776,487    | \$ 7,212,788   | \$ 9,388,919   |
| Permanently Restricted Net Assets                                   |       | \$ 1,889,542   | \$ 1,857,178    | \$ 1,926,567    | \$ 1,997,798   | \$ 3,327,283   |
| Total Gross Patient Service Revenue                                 |       | \$ 496,471,288 | \$ 529,496,481  | \$ 534,217,130  | \$ 510,518,758 | \$ 542,283,180 |
| Net Patient Service Revenue   |       | \$ 217,827,302 | \$ 213,693,780  | \$ 215,240,345  | \$ 208,460,634 | \$ 218,869,813 |
| Total Non-Operating Revenue   |       | \$ 57,982,548  | \$ (128,240)    | \$ 42,039       | \$ 71,296      | \$ 83,312      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 13,974,702  | \$ 19,083,611   | \$ 11,804,106   | \$ 15,904,354  | \$ 17,309,366  |
| Free Care (Charity Care)  |       | \$ 16,762,384  | \$ 13,808,471   | \$ 10,682,028   | \$ 8,709,325   | \$ 9,441,801   |
| Total Operating Expenses  |       | \$ 221,074,575 | \$ 239,788,262  | \$ 237,582,512  | \$ 216,097,467 | \$ 221,590,233 |
| Total Advertising Expenses  |       | \$ 434,602     | \$ 524,603      | \$ 421,122      | \$ 253,948     | \$ 427,239     |
| Salaries and Benefits   |       | \$ 124,925,043 | \$ 126,575,306  | \$ 121,725,248  | \$ 107,499,634 | \$ 112,072,530 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Mid Coast Hospital -- Brunswick, Me.                                |              | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|--------------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |              |                |                |                |                |                |
| Operating Margin  |              | 2.54%          | 1.91%          | 0.66%          | 1.65%          | 0.36%          |
| Non-operating Revenue Margin  |              | 34.59%         | 49.84%         | 65.28%         | 40.35%         | 82.62%         |
| Total Margin  |              | 3.84%          | 3.73%          | 1.87%          | 2.73%          | 2.05%          |
| Return on Equity  |              | 5.63%          | 5.79%          | 3.15%          | 4.58%          | 3.41%          |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 3,463,574   | \$ 2,907,171   | \$ 1,150,582   | \$ 3,030,564   | \$ 690,635     |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 6,348,794   | \$ 6,389,309   | \$ 3,556,917   | \$ 4,185,413   | \$ 3,973,283   |
| <b>Liquidity</b>  |              |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 1.868          | 1.899          | 1.909          | 2.043          | 2.336          |
| Days in Accounts Receivable   | <i>days</i>  | 53.9           | 62.0           | 53.0           | 55.0           | 68.6           |
| Days Cash on Hand (Current)   | <i>days</i>  | 19.4           | 15.1           | 13.9           | 17.5           | 11.6           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 167.9          | 140.9          | 128.4          | 125.6          | 111.3          |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 50.5           | 51.0           | 44.0           | 43.8           | 41.8           |
| <b>Capital Structure</b>  |              |                |                |                |                |                |
| Equity Financing  |              | 62.31%         | 62.73%         | 63.62%         | 62.62%         | 64.10%         |
| Debt Service Coverage   | <i>rate</i>  | 4.159          | 4.335          | 3.578          | 4.602          | 2.707          |
| Cash Flow to Total Debt   |              | 19.06%         | 19.28%         | 15.34%         | 16.97%         | 16.41%         |
| Fixed Asset Financing   |              | 52.80%         | 46.18%         | 43.38%         | 46.61%         | 40.65%         |
| <b>Asset Efficiency</b>   |              |                |                |                |                |                |
| Total Asset Turnover  | <i>rate</i>  | 0.914          | 0.975          | 1.075          | 1.049          | 1.066          |
| Fixed Asset Turnover  | <i>rate</i>  | 2.506          | 2.587          | 2.960          | 2.911          | 2.958          |
| <b>Other</b>  |              |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 10.6           | 11.2           | 11.7           | 11.8           | 11.4           |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 54,361,087  | \$ 58,961,072  | \$ 59,235,873  | \$ 63,162,326  | \$ 64,372,325  |
| Cash & Investments (Current Assets)                                 |              | \$ 6,036,991   | \$ 5,236,629   | \$ 5,691,528   | \$ 8,390,997   | \$ 5,806,016   |
| Current Assets Whose Use is Limited                                 |              | \$ 711,479     | \$ 711,121     | \$ 711,123     | †              | †              |
| Trustee Held Investments  |              | †              | †              | †              | \$ 3,340,690   | †              |
| Board-Designated & Undesignated Investments                         |              | \$ 51,763,753  | \$ 49,641,007  | \$ 52,808,487  | \$ 51,686,382  | \$ 49,997,027  |
| Fund Balance-Unrestricted   |              | \$ 94,074,915  | \$ 100,031,294 | \$ 105,089,953 | \$ 110,947,899 | \$ 116,439,892 |
| Temporarily Restricted Net Assets                                   |              | \$ 10,910,349  | \$ 10,036,160  | \$ 11,076,041  | \$ 13,284,181  | \$ 14,763,496  |
| Permanently Restricted Net Assets                                   |              | \$ 8,038,240   | \$ 8,092,519   | \$ 8,155,134   | \$ 8,213,037   | \$ 8,261,043   |
| Total Gross Patient Service Revenue                                 |              | \$ 266,052,795 | \$ 299,702,726 | \$ 352,852,401 | \$ 392,512,328 | \$ 438,782,015 |
| Net Patient Service Revenue   |              | \$ 131,114,701 | \$ 147,373,319 | \$ 169,448,620 | \$ 178,440,156 | \$ 185,122,788 |
| Total Non-Operating Revenue   |              | \$ 1,831,235   | \$ 2,888,273   | \$ 2,163,445   | \$ 2,050,388   | \$ 3,282,648   |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 7,789,208   | \$ 10,087,708  | \$ 12,592,376  | \$ 14,732,594  | \$ 18,865,445  |
| Free Care (Charity Care)  |              | \$ 5,645,785   | \$ 5,032,555   | \$ 5,779,733   | \$ 5,876,108   | \$ 5,159,790   |
| Total Operating Expenses  |              | \$ 132,768,542 | \$ 149,627,287 | \$ 174,192,175 | \$ 180,805,174 | \$ 189,722,242 |
| Total Advertising Expenses  |              | \$ 301,526     | \$ 341,218     | \$ 274,463     | \$ 249,487     | \$ 245,925     |
| Salaries and Benefits   |              | \$ 78,182,007  | \$ 85,017,633  | \$ 99,012,275  | \$ 102,064,560 | \$ 108,190,661 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Penobscot Bay Medical Center -- Rockland, Me.                       |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | 0.35%          | (3.54%)        | (6.54%)        | (3.95%)        | 0.74%          |
| Non-operating Revenue Margin  |       | 190.42%        | 10.43%         | (10.21%)       | (3.40%)        | 11.72%         |
| Total Margin  |       | (0.39%)        | (3.97%)        | (5.90%)        | (3.82%)        | 0.84%          |
| Return on Equity  |       | (0.97%)        | (10.45%)       | (20.61%)       | (16.45%)       | 3.81%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 444,477     | \$ (4,331,090) | \$ (8,099,233) | \$ (5,312,270) | \$ 1,105,086   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (491,543)   | \$ (4,835,609) | \$ (7,349,068) | \$ (5,137,711) | \$ 1,251,830   |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 2.912          | 1.897          | 0.726          | 0.747          | 0.850          |
| Days in Accounts Receivable   | days  | 65.2           | 53.2           | 58.6           | 53.6           | 44.0           |
| Days Cash on Hand (Current)   | days  | 44.9           | 38.5           | 34.2           | 18.8           | 37.4           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 44.9           | 38.5           | 34.2           | 18.8           | 37.4           |
| Average Payment Period (Current Liabilities)                        | days  | 51.2           | 65.7           | 131.8          | 128.4          | 123.3          |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 42.07%         | 40.13%         | 32.79%         | 27.99%         | 29.85%         |
| Debt Service Coverage   | rate  | 1.662          | 0.467          | (0.020)        | 0.763          | 2.717          |
| Cash Flow to Total Debt   |       | 6.88%          | 1.13%          | (1.73%)        | 2.31%          | 11.64%         |
| Fixed Asset Financing   |       | 48.23%         | 41.16%         | 36.99%         | 33.95%         | 30.72%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 1.041          | 1.057          | 1.146          | 1.206          | 1.351          |
| Fixed Asset Turnover  | rate  | 2.361          | 2.181          | 2.261          | 2.559          | 2.956          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 16.8           | 16.9           | 15.9           | 12.4           | 12.1           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 53,764,152  | \$ 56,143,133  | \$ 54,792,301  | \$ 52,491,280  | \$ 50,316,579  |
| Cash & Investments (Current Assets)                                 |       | \$ 11,657,921  | \$ 12,147,267  | \$ 11,142,372  | \$ 6,305,876   | \$ 13,833,688  |
| Current Assets Whose Use is Limited                                 |       | \$ 3,232,172   | \$ 639,818     | \$ 652,437     | \$ 538,962     | \$ 514,196     |
| Trustee Held Investments  |       | †              | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | †              | †              | †              | †              | †              |
| Fund Balance-Unrestricted   |       | \$ 50,900,876  | \$ 46,287,573  | \$ 35,656,193  | \$ 31,231,174  | \$ 32,895,786  |
| Temporarily Restricted Net Assets                                   |       | \$ 3,029,435   | \$ 2,574,754   | \$ 2,681,902   | \$ 3,319,462   | \$ 3,840,330   |
| Permanently Restricted Net Assets                                   |       | \$ 6,022,956   | \$ 5,983,601   | \$ 6,141,089   | \$ 6,405,415   | \$ 6,551,823   |
| Total Gross Patient Service Revenue                                 |       | \$ 215,318,937 | \$ 226,923,377 | \$ 238,740,430 | \$ 260,493,748 | \$ 303,418,305 |
| Net Patient Service Revenue   |       | \$ 112,795,668 | \$ 111,770,164 | \$ 114,568,773 | \$ 124,149,197 | \$ 138,254,164 |
| Total Non-Operating Revenue   |       | \$ (936,020)   | \$ (504,519)   | \$ 750,165     | \$ 174,559     | \$ 146,744     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 5,709,720   | \$ 9,998,513   | \$ 9,027,460   | \$ 11,488,517  | \$ 14,463,782  |
| Free Care (Charity Care)  |       | \$ 6,077,345   | \$ 4,717,075   | \$ 6,628,249   | \$ 7,137,814   | \$ 6,267,988   |
| Total Operating Expenses  |       | \$ 126,471,028 | \$ 126,771,046 | \$ 131,968,744 | \$ 139,654,275 | \$ 147,621,811 |
| Total Advertising Expenses  |       | \$ 834         | †              | †              | †              | †              |
| Salaries and Benefits   |       | \$ 72,707,718  | \$ 75,711,879  | \$ 79,996,054  | \$ 76,650,336  | \$ 79,670,765  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Southern Maine Health Care-- Biddeford, Me.                         |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | †              | (3.41%)        | (2.83%)        | (0.17%)        | (2.26%)        |
| Non-operating Revenue Margin  |       | †              | (45.67%)       | (69.15%)       | 111.96%        | (32.96%)       |
| Total Margin  |       | †              | (2.32%)        | (1.65%)        | 1.42%          | (1.69%)        |
| Return on Equity  |       | †              | (4.83%)        | (3.59%)        | 3.07%          | (3.85%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (6,052,542) | \$ (8,667,203) | \$ (7,433,720) | \$ (486,333)   | \$ (6,562,790) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (2,586,332) | \$ (5,949,825) | \$ (4,181,290) | \$ 4,065,038   | \$ (4,935,940) |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | †              | 0.765          | 0.770          | 1.045          | 1.141          |
| Days in Accounts Receivable   | days  | †              | 58.8           | 52.3           | 52.4           | 44.0           |
| Days Cash on Hand (Current)   | days  | †              | 4.3            | 8.1            | 8.8            | 25.9           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | †              | 113.7          | 108.2          | 98.0           | 104.9          |
| Average Payment Period (Current Liabilities)                        | days  | †              | 94.9           | 92.4           | 76.4           | 74.5           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | †              | 49.26%         | 49.04%         | 50.91%         | 51.49%         |
| Debt Service Coverage   | rate  | †              | 1.212          | 1.517          | 2.694          | 1.657          |
| Cash Flow to Total Debt   |       | †              | 4.65%          | 5.82%          | 13.70%         | 8.68%          |
| Fixed Asset Financing   |       | †              | 49.14%         | 45.81%         | 47.21%         | 45.43%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | †              | 1.026          | 1.064          | 1.100          | 1.170          |
| Fixed Asset Turnover  | rate  | †              | 2.567          | 2.755          | 3.077          | 3.484          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | †              | 14.7           | 15.7           | 14.7           | 13.0           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 100,375,451 | \$ 99,024,846  | \$ 95,388,769  | \$ 91,409,523  | \$ 83,195,997  |
| Cash & Investments (Current Assets)                                 |       | \$ 5,015,580   | \$ 2,200,871   | \$ 5,004,707   | \$ 5,122,596   | \$ 18,559,555  |
| Current Assets Whose Use is Limited                                 |       | \$ 678,731     | \$ 757,200     | \$ 755,638     | \$ 1,372,872   | \$ 1,367,210   |
| Trustee Held Investments  |       | †              | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 78,322,115  | \$ 75,228,476  | \$ 70,876,400  | \$ 65,555,992  | \$ 60,798,954  |
| Fund Balance-Unrestricted   |       | \$ 135,146,197 | \$ 123,284,035 | \$ 122,547,684 | \$ 132,323,198 | \$ 128,266,972 |
| Temporarily Restricted Net Assets                                   |       | \$ 2,101,816   | \$ 2,075,869   | \$ 2,284,471   | \$ 2,893,180   | \$ 3,434,288   |
| Permanently Restricted Net Assets                                   |       | \$ 12,998,310  | \$ 12,178,293  | \$ 12,506,995  | \$ 13,480,192  | \$ 14,269,533  |
| Total Gross Patient Service Revenue                                 |       | \$ 532,264,602 | \$ 555,310,345 | \$ 580,059,913 | \$ 606,234,800 | \$ 662,545,208 |
| Net Patient Service Revenue   |       | \$ 235,329,317 | \$ 245,295,581 | \$ 255,353,822 | \$ 273,735,784 | \$ 281,812,164 |
| Total Non-Operating Revenue   |       | \$ 3,466,210   | \$ 2,717,378   | \$ 3,039,063   | \$ 4,551,371   | \$ 1,626,850   |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 22,848,624  | \$ 11,171,535  | \$ 19,266,253  | \$ 22,225,355  | \$ 35,746,221  |
| Free Care (Charity Care)  |       | \$ 13,640,187  | \$ 17,470,944  | \$ 16,129,634  | \$ 14,756,408  | \$ 16,118,041  |
| Total Operating Expenses  |       | \$ 252,259,288 | \$ 262,854,168 | \$ 270,257,583 | \$ 281,716,453 | \$ 296,410,749 |
| Total Advertising Expenses  |       | \$ 831,945     | \$ 657,791     | \$ 597,727     | \$ 469,465     | \$ 553,620     |
| Salaries and Benefits   |       | \$ 114,642,033 | \$ 113,614,630 | \$ 114,757,018 | \$ 151,643,670 | \$ 169,687,705 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| St Joseph Hospital -- Bangor, Me.                                   |       | 2014           | 2015           | 2016           | 2017           | 2018            |
|---|-------|----------------|----------------|----------------|----------------|-----------------|
| <b>Profitability</b>  |       |                |                |                |                |                 |
| Operating Margin  |       | 8.97%          | 1.33%          | 2.84%          | 0.63%          | (9.42%)         |
| Non-operating Revenue Margin  |       | 14.48%         | 35.73%         | 9.97%          | 70.79%         | 1.67%           |
| Total Margin  |       | 10.33%         | 2.06%          | 3.15%          | 2.11%          | (9.60%)         |
| Return on Equity  |       | 43.11%         | 10.70%         | 14.65%         | 8.22%          | (58.49%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 10,020,000  | \$ 1,646,000   | \$ 3,854,000   | \$ 873,000     | \$ (13,167,000) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 11,716,000  | \$ 2,561,000   | \$ 4,281,000   | \$ 2,989,000   | \$ (13,390,000) |
| <b>Liquidity</b>  |       |                |                |                |                |                 |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 2.020          | 1.715          | 1.939          | 2.035          | 1.076           |
| Days in Accounts Receivable   | days  | 39.3           | 47.9           | 53.2           | 44.2           | 43.7            |
| Days Cash on Hand (Current)   | days  | 62.2           | 36.1           | 37.2           | 26.5           | 13.6            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 91.6           | 60.3           | 60.7           | 69.5           | 36.4            |
| Average Payment Period (Current Liabilities)                        | days  | 57.2           | 53.6           | 52.3           | 37.6           | 54.4            |
| <b>Capital Structure</b>  |       |                |                |                |                |                 |
| Equity Financing  |       | 37.54%         | 34.82%         | 40.19%         | 48.74%         | 36.57%          |
| Debt Service Coverage   | rate  | 6.453          | 3.054          | 3.751          | 3.200          | (3.561)         |
| Cash Flow to Total Debt   |       | 35.01%         | 14.76%         | 19.29%         | 18.03%         | (24.98%)        |
| Fixed Asset Financing   |       | 69.79%         | 67.68%         | 68.65%         | 77.29%         | 46.75%          |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                 |
| Total Asset Turnover  | rate  | 1.567          | 1.807          | 1.871          | 1.894          | 2.229           |
| Fixed Asset Turnover  | rate  | 3.536          | 4.120          | 4.973          | 5.252          | 4.915           |
| <b>Other</b>  |       |                |                |                |                |                 |
| Average Age of Plant (Depreciation only)                            | years | 11.9           | 12.6           | 13.4           | 14.9           | 17.8            |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 31,602,000  | \$ 29,942,000  | \$ 27,279,000  | \$ 26,511,000  | \$ 28,434,000   |
| Cash & Investments (Current Assets)                                 |       | \$ 15,942,000  | \$ 10,932,000  | \$ 12,336,000  | \$ 9,057,000   | \$ 4,872,000    |
| Current Assets Whose Use is Limited                                 |       | \$ 695,000     | \$ 693,000     | \$ 687,000     | \$ 710,000     | \$ 700,000      |
| Trustee Held Investments  |       | \$ 422,000     | †              | †              | \$ 3,260,000   | †               |
| Board-Designated & Undesignated Investments                         |       | \$ 7,872,000   | \$ 7,802,000   | \$ 8,199,000   | \$ 15,826,000  | \$ 9,323,000    |
| Fund Balance-Unrestricted   |       | \$ 27,175,000  | \$ 23,942,000  | \$ 29,221,000  | \$ 36,380,000  | \$ 22,894,000   |
| Temporarily Restricted Net Assets                                   |       | †              | †              | †              | †              | †               |
| Permanently Restricted Net Assets                                   |       | \$ 2,383,000   | \$ 2,235,000   | \$ 2,247,000   | \$ 2,446,000   | \$ 2,113,000    |
| Total Gross Patient Service Revenue                                 |       | \$ 245,592,000 | \$ 278,683,000 | \$ 300,091,000 | \$ 317,576,000 | \$ 344,542,000  |
| Net Patient Service Revenue   |       | \$ 108,976,000 | \$ 120,117,000 | \$ 133,819,000 | \$ 137,033,000 | \$ 136,337,000  |
| Total Non-Operating Revenue   |       | \$ 1,696,000   | \$ 915,000     | \$ 427,000     | \$ 2,116,000   | \$ (223,000)    |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 10,964,000  | \$ 11,198,000  | \$ 13,125,000  | \$ 8,864,000   | \$ 9,787,000    |
| Free Care (Charity Care)  |       | \$ 3,963,000   | \$ 4,173,000   | \$ 4,751,000   | \$ 4,471,000   | \$ 5,767,000    |
| Total Operating Expenses  |       | \$ 101,726,000 | \$ 121,714,000 | \$ 131,802,000 | \$ 138,371,000 | \$ 152,933,000  |
| Total Advertising Expenses  |       | \$ 348,000     | \$ 43,000      | \$ 190,000     | †              | †               |
| Salaries and Benefits   |       | \$ 49,305,000  | \$ 63,332,000  | \$ 69,287,000  | \$ 69,333,000  | \$ 68,375,000   |

† Data not available or not applicable



# Maine Health Data Organization

## Hospital Financial Information Part II

| St. Mary's Regional Medical Center -- Lewiston, Me.                 |       | 2014           | 2015           | 2016           | 2017           | 2018            |
|---|-------|----------------|----------------|----------------|----------------|-----------------|
| <b>Profitability</b>  |       |                |                |                |                |                 |
| Operating Margin  |       | (1.67%)        | (1.21%)        | 1.01%          | (0.52%)        | (11.93%)        |
| Non-operating Revenue Margin  |       | (86.39%)       | 17.82%         | 50.00%         | 162.46%        | 6.74%           |
| Total Margin  |       | (0.89%)        | (1.47%)        | 2.01%          | 0.82%          | (12.91%)        |
| Return on Equity  |       | (1.61%)        | (3.04%)        | 4.25%          | 1.80%          | (39.79%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (2,451,000) | \$ (2,122,000) | \$ 1,849,000   | \$ (995,000)   | \$ (23,216,000) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (1,315,000) | \$ (2,582,000) | \$ 3,698,000   | \$ 1,593,000   | \$ (24,895,000) |
| <b>Liquidity</b>  |       |                |                |                |                |                 |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 3.103          | 2.126          | 2.469          | 2.332          | 1.992           |
| Days in Accounts Receivable   | days  | 36.4           | 41.2           | 40.2           | 42.7           | 55.7            |
| Days Cash on Hand (Current)   | days  | 10.7           | 7.5            | 13.7           | 10.5           | 26.8            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 93.9           | 84.7           | 82.7           | 69.1           | 35.4            |
| Average Payment Period (Current Liabilities)                        | days  | 36.8           | 44.3           | 44.4           | 45.4           | 41.0            |
| <b>Capital Structure</b>  |       |                |                |                |                |                 |
| Equity Financing  |       | 58.43%         | 57.46%         | 57.61%         | 58.11%         | 52.41%          |
| Debt Service Coverage   | rate  | 1.363          | 1.188          | 2.422          | 1.936          | (4.441)         |
| Cash Flow to Total Debt   |       | 6.08%          | 4.56%          | 14.15%         | 10.88%         | (34.08%)        |
| Fixed Asset Financing   |       | 75.32%         | 65.75%         | 63.26%         | 67.93%         | 42.43%          |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                 |
| Total Asset Turnover  | rate  | 1.061          | 1.185          | 1.221          | 1.280          | 1.615           |
| Fixed Asset Turnover  | rate  | 2.700          | 2.939          | 3.167          | 3.236          | 3.307           |
| <b>Other</b>  |       |                |                |                |                |                 |
| Average Age of Plant (Depreciation only)                            | years | 12.1           | 14.2           | 15.5           | 16.5           | 17.0            |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 54,498,000  | \$ 59,848,000  | \$ 57,647,000  | \$ 59,510,000  | \$ 58,820,000   |
| Cash & Investments (Current Assets)                                 |       | \$ 4,262,000   | \$ 3,541,000   | \$ 6,605,000   | \$ 2,860,000   | \$ 11,789,000   |
| Current Assets Whose Use is Limited                                 |       | †              | †              | †              | \$ 2,549,000   | \$ 3,787,000    |
| Trustee Held Investments  |       | \$ 1,775,000   | \$ 2,099,000   | †              | \$ 5,466,000   | \$ 5,400,000    |
| Board-Designated & Undesignated Investments                         |       | \$ 32,950,000  | \$ 36,490,000  | \$ 33,151,000  | \$ 30,232,000  | \$ 4,992,000    |
| Fund Balance-Unrestricted   |       | \$ 81,672,000  | \$ 85,033,000  | \$ 87,019,000  | \$ 88,584,000  | \$ 62,570,000   |
| Temporarily Restricted Net Assets                                   |       | \$ 1,309,000   | \$ 1,329,000   | \$ 5,140,000   | \$ 6,201,000   | \$ 7,099,000    |
| Permanently Restricted Net Assets                                   |       | \$ 697,000     | \$ 707,000     | \$ 707,000     | \$ 23,797,000  | \$ 707,000      |
| Total Gross Patient Service Revenue                                 |       | \$ 395,000,000 | \$ 419,311,000 | \$ 455,790,000 | \$ 485,206,000 | \$ 527,714,000  |
| Net Patient Service Revenue   |       | \$ 138,851,000 | \$ 158,593,000 | \$ 170,855,000 | \$ 178,940,000 | \$ 178,122,000  |
| Total Non-Operating Revenue   |       | \$ 1,136,000   | \$ (460,000)   | \$ 1,849,000   | \$ 2,588,000   | \$ (1,679,000)  |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 12,016,000  | \$ 8,606,000   | \$ 10,150,000  | \$ 10,827,000  | \$ 12,547,000   |
| Free Care (Charity Care)  |       | \$ 12,465,000  | \$ 10,237,000  | \$ 10,295,000  | \$ 12,290,000  | \$ 13,770,000   |
| Total Operating Expenses  |       | \$ 149,574,000 | \$ 177,990,000 | \$ 180,722,000 | \$ 193,544,000 | \$ 217,761,000  |
| Total Advertising Expenses  |       | \$ 431,000     | \$ 507,000     | \$ 350,000     | \$ 293,000     | \$ 11,000       |
| Salaries and Benefits   |       | \$ 85,926,000  | \$ 94,696,000  | \$ 98,126,000  | \$ 105,009,000 | \$ 107,612,000  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| York Hospital -- York, Me.  |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | (1.91%)        | (0.51%)        | (1.45%)        | (1.60%)        | (1.17%)        |
| Non-operating Revenue Margin  |       | 325.15%        | 589.12%        | (390.49%)      | 160.77%        | 60.06%         |
| Total Margin  |       | 0.82%          | 0.10%          | (0.29%)        | 2.53%          | (2.97%)        |
| Return on Equity  |       | 1.86%          | 0.24%          | (0.70%)        | 6.06%          | (7.63%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (2,834,210) | \$ (822,272)   | \$ (2,376,344) | \$ (2,654,507) | \$ (2,043,590) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 1,258,803   | \$ 168,114     | \$ (484,480)   | \$ 4,368,395   | \$ (5,116,314) |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.723          | 2.168          | 2.204          | 1.764          | 1.808          |
| Days in Accounts Receivable   | days  | 56.1           | 51.1           | 49.7           | 49.3           | 50.4           |
| Days Cash on Hand (Current)   | days  | 7.2            | 3.8            | 11.3           | 3.1            | 3.4            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 80.2           | 78.6           | 87.6           | 82.1           | 64.7           |
| Average Payment Period (Current Liabilities)                        | days  | 43.1           | 30.5           | 32.8           | 37.8           | 37.6           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 62.07%         | 64.65%         | 53.98%         | 55.28%         | 56.07%         |
| Debt Service Coverage   | rate  | 2.723          | 2.308          | 2.186          | 4.460          | 0.171          |
| Cash Flow to Total Debt   |       | 14.28%         | 11.99%         | 6.69%          | 15.63%         | (0.43%)        |
| Fixed Asset Financing   |       | 35.71%         | 31.53%         | 31.74%         | 27.32%         | 25.55%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 1.404          | 1.502          | 1.292          | 1.326          | 1.439          |
| Fixed Asset Turnover  | rate  | 3.102          | 3.523          | 3.269          | 3.114          | 3.436          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 14.9           | 16.5           | 17.3           | 17.0           | 17.2           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 47,957,652  | \$ 46,118,192  | \$ 50,162,962  | \$ 53,288,517  | \$ 50,997,459  |
| Cash & Investments (Current Assets)                                 |       | \$ 1,218,578   | \$ 841,340     | \$ 4,209,245   | \$ 619,967     | \$ 889,397     |
| Current Assets Whose Use is Limited                                 |       | \$ 1,685,735   | \$ 823,036     | \$ 816,189     | \$ 785,562     | \$ 699,563     |
| Trustee Held Investments  |       | †              | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 29,387,005  | \$ 32,523,790  | \$ 33,830,257  | \$ 35,446,422  | \$ 28,950,395  |
| Fund Balance-Unrestricted   |       | \$ 67,576,596  | \$ 70,361,418  | \$ 69,329,947  | \$ 72,129,790  | \$ 67,070,415  |
| Temporarily Restricted Net Assets                                   |       | \$ 7,621,004   | \$ 8,193,544   | \$ 8,354,947   | \$ 9,573,340   | \$ 9,001,785   |
| Permanently Restricted Net Assets                                   |       | \$ 3,275,471   | \$ 3,202,391   | \$ 3,348,396   | \$ 3,764,361   | \$ 3,556,590   |
| Total Gross Patient Service Revenue                                 |       | \$ 333,743,870 | \$ 357,634,220 | \$ 363,395,355 | \$ 375,801,795 | \$ 398,032,326 |
| Net Patient Service Revenue   |       | \$ 144,780,825 | \$ 159,170,053 | \$ 160,665,378 | \$ 162,910,701 | \$ 171,823,376 |
| Total Non-Operating Revenue   |       | \$ 4,093,013   | \$ 990,386     | \$ 1,891,864   | \$ 7,022,902   | \$ (3,072,724) |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 7,509,170   | \$ 8,743,359   | \$ 10,462,890  | \$ 10,387,180  | \$ 9,416,903   |
| Free Care (Charity Care)  |       | \$ 8,428,724   | \$ 6,676,023   | \$ 6,330,293   | \$ 6,605,956   | \$ 4,046,744   |
| Total Operating Expenses  |       | \$ 151,586,182 | \$ 163,300,129 | \$ 166,383,741 | \$ 168,610,124 | \$ 177,289,438 |
| Total Advertising Expenses  |       | \$ 446,000     | \$ 464,000     | \$ 907,930     | \$ 763,057     | \$ 976,872     |
| Salaries and Benefits   |       | \$ 87,063,753  | \$ 93,023,329  | \$ 95,930,928  | \$ 98,689,407  | \$ 101,760,094 |

† Data not available or not applicable

## Hospital Peer Group C

The following hospitals are included in this peer group:

Cary Medical Center  
Franklin Memorial Hospital  
Inland Hospital  
Maine Coast Memorial Hospital  
Northern Maine Medical Center

# Maine Health Data Organization

## Hospital Financial Information Part II

| Cary Medical Center -- Caribou, Me.                                 |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | 3.63%          | 3.17%          | (1.03%)        | (1.35%)        | 1.41%          |
| Non-operating Revenue Margin  |       | 0.11%          | 4.20%          | (11.35%)       | (8.24%)        | 6.06%          |
| Total Margin  |       | 3.64%          | 3.30%          | (0.92%)        | (1.25%)        | 1.50%          |
| Return on Equity  |       | 10.39%         | 8.90%          | (2.44%)        | (3.31%)        | 4.17%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 1,919,271   | \$ 1,727,000   | \$ (549,767)   | \$ (701,366)   | \$ 800,822     |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 1,921,463   | \$ 1,802,738   | \$ (493,708)   | \$ (647,956)   | \$ 852,506     |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.726          | 2.086          | 2.337          | 2.247          | 2.086          |
| Days in Accounts Receivable   | days  | 47.3           | 51.6           | 55.8           | 53.4           | 59.5           |
| Days Cash on Hand (Current)   | days  | 28.4           | 23.7           | 16.8           | 19.3           | 27.0           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 76.1           | 54.0           | 44.6           | 48.4           | 54.5           |
| Average Payment Period (Current Liabilities)                        | days  | 56.5           | 45.6           | 37.4           | 42.8           | 51.8           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 62.91%         | 69.50%         | 74.06%         | 73.59%         | 71.50%         |
| Debt Service Coverage   | rate  | 2.863          | 3.163          | 1.795          | 1.823          | 4.168          |
| Cash Flow to Total Debt   |       | 33.13%         | 40.00%         | 20.44%         | 19.45%         | 33.22%         |
| Fixed Asset Financing   |       | 30.47%         | 22.40%         | 13.80%         | 9.46%          | 3.07%          |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 1.797          | 1.874          | 1.959          | 1.946          | 1.986          |
| Fixed Asset Turnover  | rate  | 5.378          | 5.470          | 4.913          | 5.566          | 6.666          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 15.3           | 15.2           | 14.3           | 14.7           | 16.7           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 9,824,424   | \$ 9,969,261   | \$ 10,892,451  | \$ 9,300,530   | \$ 8,512,695   |
| Cash & Investments (Current Assets)                                 |       | \$ 3,831,348   | \$ 3,308,194   | \$ 2,397,708   | \$ 2,665,357   | \$ 4,006,820   |
| Current Assets Whose Use is Limited                                 |       | †              | †              | †              | †              | †              |
| Trustee Held Investments  |       | †              | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 6,424,553   | \$ 4,241,458   | \$ 3,976,793   | \$ 4,025,508   | \$ 4,067,280   |
| Fund Balance-Unrestricted   |       | \$ 18,498,289  | \$ 20,248,392  | \$ 20,251,744  | \$ 19,595,745  | \$ 20,445,338  |
| Temporarily Restricted Net Assets                                   |       | \$ 33,604      | \$ 195,085     | \$ 94,878      | \$ 84,705      | \$ 79,200      |
| Permanently Restricted Net Assets                                   |       | †              | †              | †              | †              | †              |
| Total Gross Patient Service Revenue                                 |       | \$ 113,333,294 | \$ 118,438,735 | \$ 114,411,169 | \$ 113,168,858 | \$ 123,116,062 |
| Net Patient Service Revenue   |       | \$ 48,848,774  | \$ 50,872,287  | \$ 49,414,118  | \$ 47,306,641  | \$ 52,391,172  |
| Total Non-Operating Revenue   |       | \$ 2,192       | \$ 75,738      | \$ 56,059      | \$ 53,410      | \$ 51,684      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 3,496,648   | \$ 3,950,000   | \$ 3,646,925   | \$ 4,443,115   | \$ 3,750,706   |
| Free Care (Charity Care)  |       | \$ 1,600,645   | \$ 1,905,472   | \$ 1,983,156   | \$ 2,014,015   | \$ 3,022,427   |
| Total Operating Expenses  |       | \$ 50,912,506  | \$ 52,807,525  | \$ 54,068,844  | \$ 52,463,829  | \$ 55,943,616  |
| Total Advertising Expenses  |       | \$ 321,169     | \$ 257,466     | \$ 325,027     | \$ 340,018     | \$ 359,604     |
| Salaries and Benefits   |       | \$ 24,892,027  | \$ 25,748,493  | \$ 26,061,220  | \$ 26,361,216  | \$ 27,183,665  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Franklin Memorial Hospital -- Farmington, Me.                       |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | (4.54%)        | (0.90%)        | (6.77%)        | (6.58%)        | (7.18%)        |
| Non-operating Revenue Margin  |       | (18.12%)       | (2.91%)        | (2.84%)        | (33.51%)       | (0.84%)        |
| Total Margin  |       | (3.82%)        | (0.88%)        | (6.57%)        | (4.85%)        | (7.11%)        |
| Return on Equity  |       | (13.66%)       | (4.05%)        | (36.71%)       | (25.80%)       | (31.60%)       |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (3,368,974) | \$ (703,948)   | \$ (5,137,214) | \$ (5,013,015) | \$ (5,792,847) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (2,852,173) | \$ (684,049)   | \$ (4,995,228) | \$ (3,754,733) | \$ (5,744,471) |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 2.236          | 1.490          | 1.298          | 1.471          | 1.819          |
| Days in Accounts Receivable   | days  | 42.1           | 41.3           | 39.8           | 40.1           | 35.8           |
| Days Cash on Hand (Current)   | days  | 19.1           | 8.8            | 1.8            | 9.0            | 21.0           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 19.1           | 8.8            | 1.8            | 9.0            | 21.0           |
| Average Payment Period (Current Liabilities)                        | days  | 33.5           | 53.4           | 44.1           | 46.0           | 46.1           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 42.25%         | 35.13%         | 31.57%         | 34.36%         | 37.93%         |
| Debt Service Coverage   | rate  | 1.249          | 2.512          | (0.293)        | 0.467          | (0.992)        |
| Cash Flow to Total Debt   |       | 4.20%          | 9.82%          | (4.35%)        | (0.23%)        | (7.64%)        |
| Fixed Asset Financing   |       | 60.96%         | 60.72%         | 59.85%         | 62.06%         | 62.72%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 1.510          | 1.627          | 1.764          | 1.828          | 1.685          |
| Fixed Asset Turnover  | rate  | 2.285          | 2.625          | 2.639          | 2.890          | 3.275          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 13.5           | 15.6           | 16.6           | 17.5           | 19.1           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 32,438,543  | \$ 29,778,604  | \$ 28,764,906  | \$ 26,356,776  | \$ 24,638,262  |
| Cash & Investments (Current Assets)                                 |       | \$ 2,718,765   | \$ 1,414,900   | \$ 13,278      | \$ 1,526,555   | \$ 4,384,042   |
| Current Assets Whose Use is Limited                                 |       | \$ 1,131,163   | \$ 404,076     | \$ 361,998     | \$ 391,810     | \$ 386,993     |
| Trustee Held Investments  |       | \$ (107,604)   | \$ (350,765)   | \$ (376,304)   | †              | †              |
| Board-Designated & Undesignated Investments                         |       | †              | †              | †              | †              | †              |
| Fund Balance-Unrestricted   |       | \$ 20,886,957  | \$ 16,876,392  | \$ 13,608,548  | \$ 14,555,198  | \$ 18,176,684  |
| Temporarily Restricted Net Assets                                   |       | \$ 1,705,323   | \$ 1,525,940   | \$ 1,679,687   | \$ 2,149,809   | \$ 1,510,999   |
| Permanently Restricted Net Assets                                   |       | \$ 1,276,755   | \$ 1,236,570   | \$ 1,239,697   | \$ 1,158,134   | \$ 1,167,765   |
| Total Gross Patient Service Revenue                                 |       | \$ 159,246,278 | \$ 162,078,200 | \$ 164,675,383 | \$ 166,744,449 | \$ 182,476,241 |
| Net Patient Service Revenue   |       | \$ 70,521,724  | \$ 74,208,501  | \$ 72,502,612  | \$ 73,391,700  | \$ 77,633,247  |
| Total Non-Operating Revenue   |       | \$ 516,801     | \$ 19,899      | \$ 141,986     | \$ 1,258,282   | \$ 48,376      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 3,427,410   | \$ 3,603,718   | \$ 4,732,302   | \$ 6,146,252   | \$ 6,954,254   |
| Free Care (Charity Care)  |       | \$ 4,181,271   | \$ 2,942,965   | \$ 2,948,375   | \$ 2,753,393   | \$ 2,610,925   |
| Total Operating Expenses  |       | \$ 77,500,827  | \$ 78,859,215  | \$ 81,042,764  | \$ 81,194,827  | \$ 86,486,480  |
| Total Advertising Expenses  |       | \$ 110,213     | \$ 118,296     | \$ 106,763     | \$ 130,162     | \$ 129,756     |
| Salaries and Benefits   |       | \$ 48,458,138  | \$ 47,164,361  | \$ 46,386,411  | \$ 45,482,309  | \$ 45,487,940  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Inland Hospital -- Waterville, Me.                                  |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | (2.31%)        | 0.31%          | (0.80%)        | 1.20%          | (4.00%)        |
| Non-operating Revenue Margin  |       | (10.21%)       | 41.96%         | (48.15%)       | 36.08%         | (0.34%)        |
| Total Margin  |       | (2.09%)        | 0.53%          | (0.54%)        | 1.87%          | (3.98%)        |
| Return on Equity  |       | (6.60%)        | 1.88%          | (2.16%)        | 14.12%         | (43.80%)       |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (1,562,121) | \$ 221,799     | \$ (589,098)   | \$ 940,904     | \$ (3,008,856) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (1,417,442) | \$ 382,181     | \$ (397,627)   | \$ 1,471,941   | \$ (2,998,659) |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.783          | 0.739          | 1.082          | 1.534          | 1.194          |
| Days in Accounts Receivable   | days  | 46.0           | 39.6           | 40.6           | 43.4           | 48.5           |
| Days Cash on Hand (Current)   | days  | 1.7            | 1.8            | (10.0)         | (18.2)         | (21.8)         |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 47.8           | 47.6           | 36.2           | (1.6)          | (4.0)          |
| Average Payment Period (Current Liabilities)                        | days  | 87.1           | 90.4           | 49.1           | 43.8           | 44.1           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 43.00%         | 40.13%         | 40.66%         | 30.26%         | 22.22%         |
| Debt Service Coverage   | rate  | 1.425          | 3.479          | 2.704          | 4.283          | (0.727)        |
| Cash Flow to Total Debt   |       | 4.19%          | 9.99%          | 8.86%          | 14.32%         | (4.72%)        |
| Fixed Asset Financing   |       | 26.31%         | 26.60%         | 63.37%         | 66.78%         | 68.37%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 1.358          | 1.415          | 1.627          | 2.289          | 2.445          |
| Fixed Asset Turnover  | rate  | 3.355          | 3.820          | 4.011          | 4.675          | 4.802          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 9.5            | 10.3           | 10.5           | 14.7           | 16.5           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 20,168,642  | \$ 18,698,298  | \$ 18,348,124  | \$ 16,747,218  | \$ 15,680,503  |
| Cash & Investments (Current Assets)                                 |       | \$ 239,013     | \$ 276,979     | \$ (2,064,986) | \$ (3,864,709) | \$ (4,674,987) |
| Current Assets Whose Use is Limited                                 |       | \$ 75,364      | \$ 69,043      | \$ 102,306     | \$ 99,107      | \$ 115,981     |
| Trustee Held Investments  |       | \$ 2,533,897   | \$ 2,570,795   | \$ 2,873,260   | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 8,410,597   | \$ 8,595,495   | \$ 9,046,379   | \$ 3,440,875   | \$ 3,723,370   |
| Fund Balance-Unrestricted   |       | \$ 21,463,745  | \$ 20,300,385  | \$ 18,446,438  | \$ 10,421,431  | \$ 6,845,976   |
| Temporarily Restricted Net Assets                                   |       | \$ 1,077,940   | \$ 694,587     | \$ 505,376     | \$ 689,863     | \$ 753,656     |
| Permanently Restricted Net Assets                                   |       | \$ 746,427     | \$ 2,090,863   | \$ 2,228,610   | \$ 2,257,941   | \$ 2,284,723   |
| Total Gross Patient Service Revenue                                 |       | \$ 121,011,300 | \$ 127,144,903 | \$ 140,236,728 | \$ 151,209,307 | \$ 143,823,737 |
| Net Patient Service Revenue   |       | \$ 65,467,945  | \$ 67,837,557  | \$ 70,579,396  | \$ 74,898,544  | \$ 71,608,277  |
| Total Non-Operating Revenue   |       | \$ 144,679     | \$ 160,382     | \$ 191,471     | \$ 531,037     | \$ 10,197      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 5,376,318   | \$ 5,561,575   | \$ 5,096,764   | \$ 6,193,821   | \$ 4,813,621   |
| Free Care (Charity Care)  |       | \$ 2,973,445   | \$ 2,979,255   | \$ 2,215,897   | \$ 1,625,986   | \$ 2,352,126   |
| Total Operating Expenses  |       | \$ 69,218,631  | \$ 71,201,481  | \$ 74,186,676  | \$ 77,356,010  | \$ 78,312,567  |
| Total Advertising Expenses  |       | \$ 303,565     | \$ 323,317     | \$ 245,596     | \$ 276,043     | \$ 164,399     |
| Salaries and Benefits   |       | \$ 36,313,468  | \$ 37,089,356  | \$ 38,357,225  | \$ 39,931,843  | \$ 36,847,323  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Maine Coast Memorial Hospital -- Ellsworth, Me.                     |       | 2014           | 2015           | 2016           | 2017            | 2018            |
|---|-------|----------------|----------------|----------------|-----------------|-----------------|
| <b>Profitability</b>  |       |                |                |                |                 |                 |
| Operating Margin  |       | (6.52%)        | (9.68%)        | (7.43%)        | (7.52%)         | (5.58%)         |
| Non-operating Revenue Margin  |       | (31.40%)       | (1.64%)        | 11.80%         | (27.81%)        | (0.96%)         |
| Total Margin  |       | (4.89%)        | (9.51%)        | (8.51%)        | (5.79%)         | (5.53%)         |
| Return on Equity  |       | (8.61%)        | (19.12%)       | (21.25%)       | (39.47%)        | (56.43%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (4,923,904) | \$ (7,151,901) | \$ (6,037,083) | \$ (6,247,461)  | \$ (4,571,282)  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (3,747,161) | \$ (7,036,445) | \$ 25,949,625  | \$ (4,888,010)  | \$ (4,527,593)  |
| <b>Liquidity</b>  |       |                |                |                |                 |                 |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.202          | 1.131          | 1.012          | 0.623           | 0.231           |
| Days in Accounts Receivable   | days  | 50.7           | 51.2           | 50.2           | 69.1            | 72.6            |
| Days Cash on Hand (Current)   | days  | 13.6           | 7.9            | 13.4           | (51.6)          | (99.7)          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 107.1          | 87.2           | 91.7           | (26.0)          | (71.8)          |
| Average Payment Period (Current Liabilities)                        | days  | 61.4           | 64.2           | 93.6           | 62.8            | 53.1            |
| <b>Capital Structure</b>  |       |                |                |                |                 |                 |
| Equity Financing  |       | 62.31%         | 58.36%         | 47.50%         | 30.40%          | 23.94%          |
| Debt Service Coverage   | rate  | 0.234          | (2.440)        | (2.931)        | (2.942)         | (2.538)         |
| Cash Flow to Total Debt   |       | (1.41%)        | (14.01%)       | (9.68%)        | (8.35%)         | (8.50%)         |
| Fixed Asset Financing   |       | 38.50%         | 39.45%         | 45.84%         | 47.41%          | 49.18%          |
| <b>Asset Efficiency</b>   |       |                |                |                |                 |                 |
| Total Asset Turnover  | rate  | 1.098          | 1.173          | 1.187          | 2.073           | 2.444           |
| Fixed Asset Turnover  | rate  | 2.365          | 2.508          | 3.072          | 3.320           | 3.428           |
| <b>Other</b>  |       |                |                |                |                 |                 |
| Average Age of Plant (Depreciation only)                            | years | 10.0           | 11.1           | 1.0            | 2.3             | 3.5             |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 31,916,149  | \$ 29,451,321  | \$ 26,447,735  | \$ 25,024,060   | \$ 23,883,061   |
| Cash & Investments (Current Assets)                                 |       | \$ 2,158,158   | \$ 934,010     | \$ 3,048,744   | \$ (12,315,018) | \$ (23,012,564) |
| Current Assets Whose Use is Limited                                 |       | \$ 718,255     | \$ 747,009     | \$ 22,895      | \$ 45,205       | \$ 37,962       |
| Trustee Held Investments  |       | †              | †              | \$ 1,127,274   | †               | †               |
| Board-Designated & Undesignated Investments                         |       | \$ 19,738,310  | \$ 16,868,511  | \$ 18,005,720  | \$ 6,096,904    | \$ 6,426,204    |
| Fund Balance-Unrestricted   |       | \$ 43,529,851  | \$ 36,810,212  | \$ 32,206,391  | \$ 12,384,233   | \$ 8,022,975    |
| Temporarily Restricted Net Assets                                   |       | \$ 491,325     | \$ 945,390     | \$ 1,094,082   | \$ 1,623,504    | \$ 1,154,004    |
| Permanently Restricted Net Assets                                   |       | \$ 701,648     | \$ 701,260     | \$ 2,621,258   | \$ 2,776,886    | \$ 3,135,803    |
| Total Gross Patient Service Revenue                                 |       | \$ 164,281,145 | \$ 160,333,325 | \$ 169,647,096 | \$ 177,665,113  | \$ 180,486,776  |
| Net Patient Service Revenue   |       | \$ 71,881,223  | \$ 71,062,538  | \$ 77,316,621  | \$ 80,508,574   | \$ 80,534,145   |
| Total Non-Operating Revenue   |       | \$ 1,176,743   | \$ 115,456     | \$ (807,726)   | \$ 1,359,451    | \$ 43,689       |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 5,266,803   | \$ 6,282,515   | \$ 9,650,811   | \$ 8,996,806    | \$ 10,967,319   |
| Free Care (Charity Care)  |       | \$ 4,963,038   | \$ 3,531,704   | \$ 2,869,919   | \$ 2,700,140    | \$ 2,563,235    |
| Total Operating Expenses  |       | \$ 80,417,782  | \$ 81,010,567  | \$ 87,285,741  | \$ 89,330,873   | \$ 86,434,318   |
| Total Advertising Expenses  |       | \$ 267,579     | \$ 236,194     | \$ 122,678     | \$ 93,913       | \$ 82,442       |
| Salaries and Benefits   |       | \$ 48,390,518  | \$ 48,249,562  | \$ 48,641,575  | \$ 52,698,644   | \$ 44,605,521   |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Northern Maine Medical Center -- Fort Kent, Me.                     |              | 2014          | 2015          | 2016          | 2017          | 2018          |
|---|--------------|---------------|---------------|---------------|---------------|---------------|
| <b>Profitability</b>  |              |               |               |               |               |               |
| Operating Margin  |              | 3.17%         | 2.34%         | 0.89%         | 13.34%        | 0.72%         |
| Non-operating Revenue Margin  |              | 10.10%        | 32.67%        | 29.19%        | 4.61%         | 33.00%        |
| Total Margin  |              | 3.51%         | 3.44%         | 1.25%         | 13.89%        | 1.07%         |
| Return on Equity  |              | 6.38%         | 6.28%         | 2.32%         | 23.74%        | 1.66%         |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 1,436,912  | \$ 1,112,885  | \$ 438,975    | \$ 7,918,986  | \$ 394,605    |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 1,598,294  | \$ 1,652,987  | \$ 619,914    | \$ 8,301,542  | \$ 588,996    |
| <b>Liquidity</b>  |              |               |               |               |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 2.077         | 1.742         | 2.121         | 4.078         | 4.354         |
| Days in Accounts Receivable   | <i>days</i>  | 48.0          | 51.6          | 42.7          | 37.9          | 42.8          |
| Days Cash on Hand (Current)   | <i>days</i>  | 71.4          | 53.7          | 62.9          | 99.8          | 117.2         |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 77.6          | 78.2          | 87.8          | 123.8         | 124.5         |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 82.1          | 96.6          | 72.1          | 43.7          | 43.7          |
| <b>Capital Structure</b>  |              |               |               |               |               |               |
| Equity Financing  |              | 59.02%        | 56.95%        | 59.85%        | 71.09%        | 71.24%        |
| Debt Service Coverage   | <i>rate</i>  | 4.535         | 4.816         | 3.571         | 11.574        | 3.706         |
| Cash Flow to Total Debt   |              | 25.35%        | 21.54%        | 19.43%        | 77.21%        | 22.99%        |
| Fixed Asset Financing   |              | 37.06%        | 35.93%        | 39.95%        | 37.84%        | 35.31%        |
| <b>Asset Efficiency</b>   |              |               |               |               |               |               |
| Total Asset Turnover  | <i>rate</i>  | 1.071         | 1.039         | 1.112         | 1.215         | 1.107         |
| Fixed Asset Turnover  | <i>rate</i>  | 2.301         | 2.270         | 2.500         | 3.085         | 2.831         |
| <b>Other</b>  |              |               |               |               |               |               |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 8.7           | 9.5           | 9.7           | 11.3          | 12.0          |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 19,695,317 | \$ 20,905,950 | \$ 19,797,236 | \$ 19,243,933 | \$ 19,449,839 |
| Cash & Investments (Current Assets)                                 |              | \$ 8,034,453  | \$ 6,432,770  | \$ 7,962,082  | \$ 13,340,044 | \$ 16,684,867 |
| Current Assets Whose Use is Limited                                 |              | †             | †             | †             | †             | †             |
| Trustee Held Investments  |              | \$ 377,422    | \$ 97,674     | \$ 135,349    | \$ 158,506    | \$ 178,758    |
| Board-Designated & Undesignated Investments                         |              | \$ 700,684    | \$ 2,939,743  | \$ 3,141,055  | \$ 3,208,935  | \$ 1,043,069  |
| Fund Balance-Unrestricted   |              | \$ 25,056,693 | \$ 26,302,703 | \$ 26,724,435 | \$ 34,974,068 | \$ 35,550,663 |
| Temporarily Restricted Net Assets                                   |              | \$ 358,058    | \$ 346,407    | \$ 453,573    | \$ 480,812    | \$ 605,526    |
| Permanently Restricted Net Assets                                   |              | †             | †             | †             | †             | †             |
| Total Gross Patient Service Revenue                                 |              | \$ 74,971,806 | \$ 77,578,327 | \$ 78,556,870 | \$ 86,101,456 | \$ 86,828,565 |
| Net Patient Service Revenue   |              | \$ 43,445,267 | \$ 44,864,813 | \$ 47,226,294 | \$ 56,415,186 | \$ 50,125,396 |
| Total Non-Operating Revenue   |              | \$ 161,382    | \$ 540,102    | \$ 180,939    | \$ 382,556    | \$ 194,391    |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 1,879,489  | \$ 1,571,529  | \$ 1,375,063  | \$ 1,782,272  | \$ 2,239,750  |
| Free Care (Charity Care)  |              | \$ 845,098    | \$ 700,171    | \$ 766,200    | \$ 729,173    | \$ 805,474    |
| Total Operating Expenses  |              | \$ 43,880,084 | \$ 46,351,625 | \$ 49,046,018 | \$ 51,457,066 | \$ 54,675,136 |
| Total Advertising Expenses  |              | †             | \$ 67,023     | \$ 48,797     | \$ 37,250     | \$ 56,690     |
| Salaries and Benefits   |              | \$ 27,944,177 | \$ 28,772,544 | \$ 30,353,639 | \$ 32,586,448 | \$ 33,866,625 |

† Data not available or not applicable



## Hospital Peer Group D

The following hospitals are included in this peer group:

Blue Hill Memorial Hospital  
Bridgton Hospital  
Calais Regional Hospital  
Charles A. Dean Memorial Hospital  
Down East Community Hospital  
Houlton Regional Hospital  
LincolnHealth  
Mayo Regional Hospital  
Millinocket Regional Hospital  
Mount Desert Island Hospital  
Penobscot Valley Hospital  
Redington-Fairview General Hospital  
Rumford Community Hospital  
Sebasticook Valley Hospital  
Stephens Memorial Hospital  
Waldo County General Hospital

# Maine Health Data Organization

## Hospital Financial Information Part II

| Blue Hill Memorial Hospital -- Blue Hill, Me.                       |       | 2014          | 2015          | 2016          | 2017          | 2018          |
|---|-------|---------------|---------------|---------------|---------------|---------------|
| <b>Profitability</b>  |       |               |               |               |               |               |
| Operating Margin  |       | 5.27%         | 6.46%         | 2.72%         | 2.34%         | 10.86%        |
| Non-operating Revenue Margin  |       | 14.29%        | 17.44%        | (12.56%)      | 59.52%        | 0.43%         |
| Total Margin  |       | 6.10%         | 7.72%         | 2.42%         | 5.58%         | 10.90%        |
| Return on Equity  |       | 9.62%         | 12.60%        | 3.80%         | 53.41%        | 53.92%        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 1,956,483  | \$ 2,557,911  | \$ 1,070,298  | \$ 949,221    | \$ 4,789,966  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 2,282,563  | \$ 3,098,390  | \$ 950,871    | \$ 2,344,781  | \$ 4,810,795  |
| <b>Liquidity</b>  |       |               |               |               |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.081         | 1.184         | 1.274         | 1.078         | 1.904         |
| Days in Accounts Receivable   | days  | 39.5          | 47.8          | 54.6          | 40.4          | 39.2          |
| Days Cash on Hand (Current)   | days  | 40.2          | 55.0          | 26.2          | (2.0)         | 36.0          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 231.8         | 241.5         | 219.4         | (0.5)         | 37.5          |
| Average Payment Period (Current Liabilities)                        | days  | 90.6          | 99.0          | 73.9          | 51.0          | 55.4          |
| <b>Capital Structure</b>  |       |               |               |               |               |               |
| Equity Financing  |       | 64.03%        | 63.30%        | 67.41%        | 30.55%        | 45.95%        |
| Debt Service Coverage   | rate  | 18.551        | 22.964        | 13.280        | 43.823        | 70.094        |
| Cash Flow to Total Debt   |       | 26.26%        | 30.72%        | 18.30%        | 31.56%        | 53.30%        |
| Fixed Asset Financing   |       | 21.03%        | 20.92%        | 26.02%        | 24.32%        | 26.12%        |
| <b>Asset Efficiency</b>   |       |               |               |               |               |               |
| Total Asset Turnover  | rate  | 1.009         | 1.033         | 1.058         | 2.922         | 2.273         |
| Fixed Asset Turnover  | rate  | 4.346         | 4.945         | 5.265         | 5.091         | 5.690         |
| <b>Other</b>  |       |               |               |               |               |               |
| Average Age of Plant (Depreciation only)                            | years | 16.5          | 16.6          | 17.7          | 27.5          | 29.2          |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 8,536,478  | \$ 8,006,020  | \$ 7,481,806  | \$ 7,975,207  | \$ 7,754,812  |
| Cash & Investments (Current Assets)                                 |       | \$ 3,687,814  | \$ 5,336,940  | \$ 2,634,934  | \$ (244,361)  | \$ 3,774,271  |
| Current Assets Whose Use is Limited                                 |       | \$ 48,704     | \$ 48,657     | \$ 22,727     | \$ 30,953     | \$ 30,333     |
| Trustee Held Investments  |       | \$ 63,884     | \$ 74,982     | \$ 96,285     | †             | †             |
| Board-Designated & Undesignated Investments                         |       | \$ 17,801,883 | \$ 18,263,411 | \$ 19,620,640 | \$ 157,430    | \$ 160,750    |
| Fund Balance-Unrestricted   |       | \$ 23,738,464 | \$ 24,596,611 | \$ 25,027,072 | \$ 4,390,379  | \$ 8,922,123  |
| Temporarily Restricted Net Assets                                   |       | \$ 484,177    | \$ 474,150    | \$ 488,957    | \$ 688,759    | \$ 704,395    |
| Permanently Restricted Net Assets                                   |       | \$ 1,774,079  | \$ 1,734,280  | \$ 1,772,968  | \$ 1,906,894  | \$ 1,916,718  |
| Total Gross Patient Service Revenue                                 |       | \$ 52,020,236 | \$ 57,050,584 | \$ 58,794,908 | \$ 63,412,452 | \$ 60,951,752 |
| Net Patient Service Revenue   |       | \$ 34,914,655 | \$ 36,738,199 | \$ 36,990,497 | \$ 38,071,838 | \$ 40,885,188 |
| Total Non-Operating Revenue   |       | \$ 326,080    | \$ 540,479    | \$ (119,427)  | \$ 1,395,560  | \$ 20,829     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 980,830    | \$ 1,606,311  | \$ 2,146,541  | \$ 1,604,153  | \$ 2,095,581  |
| Free Care (Charity Care)  |       | \$ 1,555,649  | \$ 1,401,828  | \$ 939,061    | \$ 873,002    | \$ 1,333,453  |
| Total Operating Expenses  |       | \$ 35,140,431 | \$ 37,029,533 | \$ 38,324,114 | \$ 39,649,265 | \$ 39,331,903 |
| Total Advertising Expenses  |       | \$ 68,701     | \$ 54,985     | \$ 77,149     | \$ 66,366     | \$ 22,864     |
| Salaries and Benefits   |       | \$ 20,749,946 | \$ 20,821,730 | \$ 22,000,809 | \$ 22,434,017 | \$ 21,256,096 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Bridgton Hospital -- Bridgton, Me.                                  |       | 2014          | 2015          | 2016          | 2017          | 2018           |
|---|-------|---------------|---------------|---------------|---------------|----------------|
| <b>Profitability</b>  |       |               |               |               |               |                |
| Operating Margin  |       | 7.27%         | 4.05%         | (0.27%)       | 1.13%         | (3.12%)        |
| Non-operating Revenue Margin  |       | 5.55%         | 6.46%         | 49.40%        | 20.84%        | (57.15%)       |
| Total Margin  |       | 7.66%         | 4.32%         | (0.54%)       | 1.43%         | (1.96%)        |
| Return on Equity  |       | 9.77%         | 5.24%         | (0.66%)       | 1.70%         | (2.23%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 3,493,156  | \$ 1,956,636  | \$ (133,726)  | \$ 549,912    | \$ (1,406,887) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 3,698,441  | \$ 2,091,764  | \$ (264,276)  | \$ 633,976    | \$ (895,247)   |
| <b>Liquidity</b>  |       |               |               |               |               |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 6.229         | 6.663         | 7.464         | 10.067        | 5.326          |
| Days in Accounts Receivable   | days  | 69.5          | 55.3          | 48.7          | 43.1          | 41.4           |
| Days Cash on Hand (Current)   | days  | 165.1         | 190.0         | 163.3         | 169.7         | 187.7          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 204.7         | 228.1         | 198.9         | 209.8         | 233.7          |
| Average Payment Period (Current Liabilities)                        | days  | 42.7          | 39.1          | 29.8          | 21.9          | 44.7           |
| <b>Capital Structure</b>  |       |               |               |               |               |                |
| Equity Financing  |       | 73.11%        | 75.12%        | 76.67%        | 79.95%        | 75.92%         |
| Debt Service Coverage   | rate  | 5.508         | 4.126         | 1.732         | 2.841         | 2.955          |
| Cash Flow to Total Debt   |       | 38.46%        | 27.50%        | 10.07%        | 23.19%        | 9.69%          |
| Fixed Asset Financing   |       | 55.09%        | 51.70%        | 44.34%        | 43.04%        | 41.98%         |
| <b>Asset Efficiency</b>   |       |               |               |               |               |                |
| Total Asset Turnover  | rate  | 0.932         | 0.911         | 0.933         | 0.950         | 0.863          |
| Fixed Asset Turnover  | rate  | 3.184         | 3.205         | 2.837         | 3.016         | 2.829          |
| <b>Other</b>  |       |               |               |               |               |                |
| Average Age of Plant (Depreciation only)                            | years | 12.4          | 14.2          | 15.4          | 14.3          | 12.2           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 15,091,090 | \$ 15,073,913 | \$ 17,250,001 | \$ 16,100,235 | \$ 15,945,986  |
| Cash & Investments (Current Assets)                                 |       | \$ 18,967,605 | \$ 22,881,555 | \$ 20,839,133 | \$ 21,519,014 | \$ 22,432,690  |
| Current Assets Whose Use is Limited                                 |       | \$ 438,187    | \$ 447,188    | \$ 450,231    | \$ 13,700     | \$ 402,616     |
| Trustee Held Investments  |       | \$ 852,461    | \$ 872,062    | \$ 883,496    | \$ 786,166    | \$ 786,166     |
| Board-Designated & Undesignated Investments                         |       | \$ 4,645,729  | \$ 4,675,518  | \$ 4,632,553  | \$ 5,087,911  | \$ 5,585,926   |
| Fund Balance-Unrestricted   |       | \$ 37,868,851 | \$ 39,941,506 | \$ 40,089,287 | \$ 40,978,693 | \$ 40,125,671  |
| Temporarily Restricted Net Assets                                   |       | \$ 2,702,704  | \$ 3,067,445  | \$ 3,143,120  | \$ 3,223,052  | \$ 3,366,434   |
| Permanently Restricted Net Assets                                   |       | \$ 1,201,559  | \$ 1,196,436  | \$ 1,153,223  | \$ 1,198,070  | \$ 1,239,276   |
| Total Gross Patient Service Revenue                                 |       | \$ 88,473,274 | \$ 89,679,294 | \$ 93,025,765 | \$ 96,867,857 | \$ 89,831,110  |
| Net Patient Service Revenue   |       | \$ 47,076,662 | \$ 46,071,257 | \$ 45,965,555 | \$ 46,306,811 | \$ 42,803,023  |
| Total Non-Operating Revenue   |       | \$ 205,285    | \$ 135,128    | \$ (130,550)  | \$ 144,808    | \$ 511,640     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 5,965,744  | \$ 3,252,548  | \$ 4,794,931  | \$ 4,960,575  | \$ 5,312,635   |
| Free Care (Charity Care)  |       | \$ 1,484,824  | \$ 1,216,737  | \$ 1,402,980  | \$ 1,456,852  | \$ 966,128     |
| Total Operating Expenses  |       | \$ 44,554,951 | \$ 46,355,383 | \$ 49,070,650 | \$ 48,001,623 | \$ 46,522,162  |
| Total Advertising Expenses  |       | \$ 164,794    | \$ 170,598    | \$ 177,018    | \$ 126,778    | \$ 28,290      |
| Salaries and Benefits   |       | \$ 28,565,646 | \$ 29,991,925 | \$ 31,782,135 | \$ 31,396,777 | \$ 29,135,908  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Calais Regional Hospital -- Calais, Me.                             |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | (9.02%)        | (5.23%)        | (3.49%)        | (6.58%)        | (2.28%)        |
| Non-operating Revenue Margin  |       | (1.92%)        | (6.86%)        | (4.40%)        | (2.67%)        | (14.13%)       |
| Total Margin  |       | (8.83%)        | (4.88%)        | (3.34%)        | (6.39%)        | (2.00%)        |
| Return on Equity  |       | 316.24%        | 70.52%         | 33.59%         | 37.81%         | 9.39%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (2,692,869) | \$ (1,811,723) | \$ (1,268,279) | \$ (2,240,280) | \$ (680,408)   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (2,642,155) | \$ (1,695,452) | \$ (1,214,838) | \$ (2,181,976) | \$ (596,159)   |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.979          | 0.854          | 0.765          | 0.567          | 0.531          |
| Days in Accounts Receivable   | days  | 56.7           | 52.6           | 56.5           | 40.4           | 40.0           |
| Days Cash on Hand (Current)   | days  | 4.1            | 8.7            | 5.1            | 10.6           | 4.4            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 24.5           | 15.1           | 7.7            | 13.3           | 7.8            |
| Average Payment Period (Current Liabilities)                        | days  | 81.5           | 91.3           | 93.5           | 105.0          | 123.2          |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | (3.22%)        | (9.99%)        | (15.93%)       | (28.54%)       | (33.23%)       |
| Debt Service Coverage   | rate  | (0.027)        | 0.583          | 0.769          | 0.020          | 0.749          |
| Cash Flow to Total Debt   |       | (3.86%)        | 0.01%          | 1.48%          | (3.48%)        | 1.75%          |
| Fixed Asset Financing   |       | 96.39%         | 101.05%        | 112.00%        | 119.07%        | 122.53%        |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 1.155          | 1.443          | 1.603          | 1.688          | 1.564          |
| Fixed Asset Turnover  | rate  | 1.786          | 2.267          | 2.577          | 2.638          | 2.436          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 8.5            | 9.0            | 10.3           | 13.9           | 17.9           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 16,726,183  | \$ 15,277,587  | \$ 14,103,996  | \$ 12,915,206  | \$ 12,225,300  |
| Cash & Investments (Current Assets)                                 |       | \$ 350,137     | \$ 825,887     | \$ 505,439     | \$ 1,018,314   | \$ 353,802     |
| Current Assets Whose Use is Limited                                 |       | †              | †              | †              | †              | †              |
| Trustee Held Investments  |       | \$ 689,287     | \$ 771,378     | \$ 852,830     | \$ 793,841     | \$ 794,397     |
| Board-Designated & Undesignated Investments                         |       | \$ 1,730,774   | \$ 606,943     | \$ 258,546     | \$ 259,507     | \$ 270,989     |
| Fund Balance-Unrestricted   |       | \$ (835,479)   | \$ (2,404,096) | \$ (3,617,040) | \$ (5,771,026) | \$ (6,345,610) |
| Temporarily Restricted Net Assets                                   |       | \$ 1,115,463   | \$ 956,478     | \$ 1,021,098   | \$ 1,194,847   | \$ 1,138,452   |
| Permanently Restricted Net Assets                                   |       | \$ 501,624     | \$ 475,194     | \$ 478,925     | \$ 523,138     | \$ 473,160     |
| Total Gross Patient Service Revenue                                 |       | \$ 55,900,161  | \$ 67,874,593  | \$ 73,271,493  | \$ 65,278,976  | \$ 54,053,842  |
| Net Patient Service Revenue   |       | \$ 28,517,096  | \$ 33,208,679  | \$ 35,323,409  | \$ 32,869,608  | \$ 28,088,187  |
| Total Non-Operating Revenue   |       | \$ 50,714      | \$ 116,271     | \$ 53,441      | \$ 58,304      | \$ 84,249      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 1,519,643   | \$ 2,155,279   | \$ 1,774,450   | \$ 1,979,228   | \$ 2,214,521   |
| Free Care (Charity Care)  |       | \$ 1,440,523   | \$ 1,497,412   | \$ 1,858,519   | \$ 1,313,163   | \$ 708,453     |
| Total Operating Expenses  |       | \$ 32,562,579  | \$ 36,442,710  | \$ 37,618,073  | \$ 36,305,490  | \$ 30,465,638  |
| Total Advertising Expenses  |       | \$ 65,738      | \$ 108,125     | †              | †              | †              |
| Salaries and Benefits   |       | \$ 16,906,624  | \$ 18,182,743  | \$ 18,449,625  | \$ 17,883,401  | \$ 16,169,450  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Charles A. Dean Memorial Hospital -- Greenville, Me.                |       | 2014          | 2015          | 2016           | 2017          | 2018          |
|---|-------|---------------|---------------|----------------|---------------|---------------|
| <b>Profitability</b>  |       |               |               |                |               |               |
| Operating Margin  |       | (1.59%)       | (1.20%)       | (10.93%)       | 6.26%         | 11.00%        |
| Non-operating Revenue Margin  |       | (12.06%)      | (8.83%)       | (1.13%)        | 9.66%         | 0.22%         |
| Total Margin  |       | (1.42%)       | (1.10%)       | (10.79%)       | 6.88%         | 11.03%        |
| Return on Equity  |       | (6.77%)       | (7.23%)       | (358.76%)      | 107.29%       | 60.81%        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (251,339)  | \$ (193,467)  | \$ (1,636,595) | \$ 1,119,008  | \$ 2,122,053  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (224,293)  | \$ (177,765)  | \$ (1,618,250) | \$ 1,238,653  | \$ 2,126,720  |
| <b>Liquidity</b>  |       |               |               |                |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.252         | 1.076         | 1.104          | 1.926         | 3.369         |
| Days in Accounts Receivable   | days  | 68.8          | 46.5          | 52.7           | 36.1          | 34.8          |
| Days Cash on Hand (Current)   | days  | 4.0           | 8.5           | 17.9           | 55.0          | 46.6          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 28.8          | 35.8          | 35.0           | 62.4          | 54.1          |
| Average Payment Period (Current Liabilities)                        | days  | 87.2          | 79.8          | 75.3           | 57.6          | 36.3          |
| <b>Capital Structure</b>  |       |               |               |                |               |               |
| Equity Financing  |       | 34.15%        | 28.74%        | 4.23%          | 11.00%        | 30.80%        |
| Debt Service Coverage   | rate  | 4.991         | 7.400         | (14.916)       | 12.487        | 13.583        |
| Cash Flow to Total Debt   |       | 5.45%         | 6.88%         | (10.00%)       | 18.11%        | 33.85%        |
| Fixed Asset Financing   |       | 6.53%         | 7.52%         | 105.39%        | 72.73%        | 69.93%        |
| <b>Asset Efficiency</b>   |       |               |               |                |               |               |
| Total Asset Turnover  | rate  | 1.628         | 1.885         | 1.408          | 1.714         | 1.698         |
| Fixed Asset Turnover  | rate  | 4.207         | 4.815         | 4.130          | 3.460         | 3.655         |
| <b>Other</b>  |       |               |               |                |               |               |
| Average Age of Plant (Depreciation only)                            | years | 11.9          | 12.3          | 13.3           | 13.4          | 12.2          |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 3,749,670  | \$ 3,345,171  | \$ 3,626,935   | \$ 5,166,004  | \$ 5,276,627  |
| Cash & Investments (Current Assets)                                 |       | \$ 168,912    | \$ 365,677    | \$ 237,076     | \$ 2,446,345  | \$ 2,114,563  |
| Current Assets Whose Use is Limited                                 |       | †             | †             | \$ 549,421     | \$ 11,457     | \$ 7,990      |
| Trustee Held Investments  |       | \$ 4,151      | \$ 12,465     | \$ 2,605,947   | \$ 30,066     | †             |
| Board-Designated & Undesignated Investments                         |       | \$ 1,052,281  | \$ 1,172,832  | \$ 750,455     | \$ 329,230    | \$ 340,612    |
| Fund Balance-Unrestricted   |       | \$ 3,315,444  | \$ 2,457,421  | \$ 451,071     | \$ 1,154,494  | \$ 3,497,402  |
| Temporarily Restricted Net Assets                                   |       | \$ 389,055    | \$ 380,048    | \$ 394,716     | \$ 576,307    | \$ 347,225    |
| Permanently Restricted Net Assets                                   |       | \$ 360,203    | \$ 360,483    | \$ 360,483     | \$ 360,483    | \$ 360,483    |
| Total Gross Patient Service Revenue                                 |       | \$ 18,845,102 | \$ 18,871,508 | \$ 18,108,391  | \$ 20,897,144 | \$ 20,217,775 |
| Net Patient Service Revenue   |       | \$ 15,043,115 | \$ 14,882,641 | \$ 13,807,009  | \$ 16,378,402 | \$ 17,495,166 |
| Total Non-Operating Revenue   |       | \$ 27,046     | \$ 15,702     | \$ 18,345      | \$ 119,645    | \$ 4,667      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 680,908    | \$ 417,982    | \$ 857,560     | \$ 713,807    | \$ 640,691    |
| Free Care (Charity Care)  |       | \$ 552,497    | \$ 283,761    | \$ 341,100     | \$ 378,505    | \$ 531,753    |
| Total Operating Expenses  |       | \$ 16,026,405 | \$ 16,301,048 | \$ 16,614,605  | \$ 16,755,971 | \$ 17,161,649 |
| Total Advertising Expenses  |       | \$ 71,562     | \$ 46,817     | \$ 41,965      | \$ 36,265     | \$ 27,411     |
| Salaries and Benefits   |       | \$ 10,525,330 | \$ 10,323,584 | \$ 10,397,183  | \$ 10,657,015 | \$ 11,433,484 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Down East Community Hospital -- Machias, Me.                        |       | 2014           | 2015          | 2016          | 2017          | 2018          |
|---|-------|----------------|---------------|---------------|---------------|---------------|
| <b>Profitability</b>  |       |                |               |               |               |               |
| Operating Margin  |       | (5.35%)        | (0.57%)       | 1.58%         | 1.21%         | 0.27%         |
| Non-operating Revenue Margin  |       | (11.63%)       | (94.41%)      | 22.59%        | 23.77%        | 68.68%        |
| Total Margin  |       | (4.77%)        | (0.29%)       | 2.03%         | 1.58%         | 0.85%         |
| Return on Equity  |       | (24.28%)       | (1.52%)       | 9.70%         | 7.20%         | 3.84%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (1,793,717) | \$ (203,923)  | \$ 612,490    | \$ 516,342    | \$ 121,445    |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (1,606,873) | \$ (104,892)  | \$ 791,236    | \$ 677,378    | \$ 387,738    |
| <b>Liquidity</b>  |       |                |               |               |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.912          | 1.326         | 1.440         | 1.266         | 1.402         |
| Days in Accounts Receivable   | days  | 37.1           | 37.3          | 36.6          | 36.3          | 31.3          |
| Days Cash on Hand (Current)   | days  | 26.4           | 25.8          | 17.6          | 15.0          | 33.9          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 51.1           | 47.2          | 24.6          | 25.8          | 44.3          |
| Average Payment Period (Current Liabilities)                        | days  | 78.6           | 63.5          | 69.9          | 52.0          | 54.5          |
| <b>Capital Structure</b>  |       |                |               |               |               |               |
| Equity Financing  |       | 32.78%         | 33.84%        | 38.98%        | 42.10%        | 42.20%        |
| Debt Service Coverage   | rate  | 0.161          | 1.897         | 2.691         | 2.459         | 1.714         |
| Cash Flow to Total Debt   |       | (0.22%)        | 10.28%        | 16.22%        | 14.70%        | 11.79%        |
| Fixed Asset Financing   |       | 27.89%         | 23.21%        | 16.67%        | 33.30%        | 33.80%        |
| <b>Asset Efficiency</b>   |       |                |               |               |               |               |
| Total Asset Turnover  | rate  | 1.670          | 1.766         | 1.860         | 1.925         | 1.903         |
| Fixed Asset Turnover  | rate  | 2.997          | 3.509         | 4.004         | 3.182         | 3.384         |
| <b>Other</b>  |       |                |               |               |               |               |
| Average Age of Plant (Depreciation only)                            | years | 11.6           | 13.2          | 16.1          | 17.8          | 18.2          |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 11,188,152  | \$ 10,270,399 | \$ 9,673,468  | \$ 13,460,449 | \$ 13,375,586 |
| Cash & Investments (Current Assets)                                 |       | \$ 2,032,597   | \$ 2,040,832  | \$ 1,351,479  | \$ 1,259,123  | \$ 3,634,278  |
| Current Assets Whose Use is Limited                                 |       | \$ 410,366     | \$ 413,342    | \$ 423,954    | \$ 432,185    | \$ 448,617    |
| Trustee Held Investments  |       | †              | †             | †             | †             | †             |
| Board-Designated & Undesignated Investments                         |       | \$ 2,284,630   | \$ 2,042,913  | \$ 705,767    | \$ 1,212,691  | \$ 1,240,112  |
| Fund Balance-Unrestricted   |       | \$ 6,618,377   | \$ 6,922,584  | \$ 8,155,256  | \$ 9,406,005  | \$ 10,096,287 |
| Temporarily Restricted Net Assets                                   |       | \$ 55,731      | \$ 363,500    | \$ 1,247,217  | \$ 1,140,508  | \$ 358,629    |
| Permanently Restricted Net Assets                                   |       | \$ 1,393,596   | \$ 1,393,596  | \$ 1,393,596  | \$ 1,393,596  | \$ 1,393,596  |
| Total Gross Patient Service Revenue                                 |       | \$ 65,112,818  | \$ 73,261,912 | \$ 77,520,878 | \$ 85,445,795 | \$ 94,102,095 |
| Net Patient Service Revenue   |       | \$ 33,144,393  | \$ 34,994,329 | \$ 38,123,866 | \$ 42,143,323 | \$ 44,448,634 |
| Total Non-Operating Revenue   |       | \$ 186,844     | \$ 99,031     | \$ 178,746    | \$ 161,036    | \$ 266,293    |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 2,822,935   | \$ 2,990,480  | \$ 2,923,477  | \$ 2,842,442  | \$ 3,015,097  |
| Free Care (Charity Care)  |       | \$ 1,776,310   | \$ 1,880,930  | \$ 2,064,620  | \$ 2,457,007  | \$ 2,672,600  |
| Total Operating Expenses  |       | \$ 35,325,588  | \$ 36,241,900 | \$ 38,120,004 | \$ 42,319,152 | \$ 45,142,708 |
| Total Advertising Expenses  |       | \$ 69,630      | \$ 64,732     | \$ 54,209     | \$ 78,998     | \$ 108,570    |
| Salaries and Benefits   |       | \$ 20,748,470  | \$ 21,561,106 | \$ 20,506,229 | \$ 29,120,916 | \$ 30,384,542 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Houlton Regional Hospital -- Houlton, Me.                           |       | 2014          | 2015          | 2016           | 2017          | 2018          |
|---|-------|---------------|---------------|----------------|---------------|---------------|
| <b>Profitability</b>  |       |               |               |                |               |               |
| Operating Margin  |       | (1.73%)       | (1.46%)       | (2.34%)        | (1.07%)       | (0.79%)       |
| Non-operating Revenue Margin  |       | (86.29%)      | (58.79%)      | (13.73%)       | (65.41%)      | 244.31%       |
| Total Margin  |       | (0.92%)       | (0.91%)       | (2.05%)        | (0.64%)       | 0.54%         |
| Return on Equity  |       | (10.24%)      | (12.04%)      | (31.18%)       | (9.64%)       | 7.20%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (770,831)  | \$ (658,620)  | \$ (1,072,551) | \$ (505,627)  | \$ (376,035)  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (413,788)  | \$ (414,782)  | \$ (943,065)   | \$ (305,685)  | \$ 260,574    |
| <b>Liquidity</b>  |       |               |               |                |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.788         | 1.092         | 0.903          | 0.833         | 0.825         |
| Days in Accounts Receivable   | days  | 62.8          | 59.6          | 50.2           | 50.8          | 52.0          |
| Days Cash on Hand (Current)   | days  | 5.2           | 8.8           | 2.6            | 3.1           | 2.5           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 40.8          | 42.9          | 38.5           | 38.4          | 38.0          |
| Average Payment Period (Current Liabilities)                        | days  | 100.9         | 74.7          | 71.0           | 78.3          | 80.1          |
| <b>Capital Structure</b>  |       |               |               |                |               |               |
| Equity Financing  |       | 15.28%        | 13.42%        | 13.07%         | 13.70%        | 15.66%        |
| Debt Service Coverage   | rate  | 1.188         | 1.104         | 0.720          | 1.064         | 1.386         |
| Cash Flow to Total Debt   |       | 5.23%         | 5.17%         | 2.71%          | 4.74%         | 6.58%         |
| Fixed Asset Financing   |       | 77.87%        | 72.30%        | 71.14%         | 66.91%        | 62.20%        |
| <b>Asset Efficiency</b>   |       |               |               |                |               |               |
| Total Asset Turnover  | rate  | 1.699         | 1.768         | 1.987          | 2.057         | 2.080         |
| Fixed Asset Turnover  | rate  | 3.740         | 4.045         | 4.534          | 4.915         | 5.056         |
| <b>Other</b>  |       |               |               |                |               |               |
| Average Age of Plant (Depreciation only)                            | years | 18.4          | 19.5          | 21.2           | 26.0          | 32.3          |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 11,921,629 | \$ 11,164,133 | \$ 10,116,552  | \$ 9,641,761  | \$ 9,387,249  |
| Cash & Investments (Current Assets)                                 |       | \$ 309,910    | \$ 776,889    | \$ 23,261      | \$ 109,560    | \$ 32,254     |
| Current Assets Whose Use is Limited                                 |       | \$ 308,787    | \$ 287,572    | \$ 297,456     | \$ 284,565    | \$ 289,041    |
| Trustee Held Investments  |       | †             | †             | †              | †             | †             |
| Board-Designated & Undesignated Investments                         |       | \$ 4,270,809  | \$ 4,141,212  | \$ 4,474,278   | \$ 4,517,757  | \$ 4,556,782  |
| Fund Balance-Unrestricted   |       | \$ 4,040,977  | \$ 3,445,903  | \$ 3,024,699   | \$ 3,170,290  | \$ 3,621,164  |
| Temporarily Restricted Net Assets                                   |       | \$ 84,367     | \$ 14,387     | \$ 15,173      | \$ 13,301     | \$ 39,544     |
| Permanently Restricted Net Assets                                   |       | \$ 51,664     | \$ 51,664     | \$ 51,664      | \$ 51,664     | \$ 51,664     |
| Total Gross Patient Service Revenue                                 |       | \$ 79,679,662 | \$ 79,878,764 | \$ 84,679,351  | \$ 85,685,025 | \$ 85,189,588 |
| Net Patient Service Revenue   |       | \$ 44,190,290 | \$ 42,987,010 | \$ 43,713,642  | \$ 45,052,936 | \$ 43,796,552 |
| Total Non-Operating Revenue   |       | \$ 357,043    | \$ 243,838    | \$ 129,486     | \$ 199,942    | \$ 636,609    |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 2,755,000  | \$ 3,000,000  | \$ 3,350,000   | \$ 3,450,000  | \$ 3,750,000  |
| Free Care (Charity Care)  |       | \$ 1,321,904  | \$ 1,191,968  | \$ 1,463,486   | \$ 1,006,068  | \$ 1,041,523  |
| Total Operating Expenses  |       | \$ 45,354,339 | \$ 45,820,005 | \$ 46,940,919  | \$ 47,890,769 | \$ 47,839,607 |
| Total Advertising Expenses  |       | \$ 17,921     | \$ 19,621     | \$ 27,541      | \$ 25,673     | \$ 22,237     |
| Salaries and Benefits   |       | \$ 33,024,273 | \$ 33,194,534 | \$ 33,565,377  | \$ 34,782,028 | \$ 34,817,895 |

† Data not available or not applicable



# Maine Health Data Organization

## Hospital Financial Information Part II

| LincolnHealth -- Damariscotta, Me.                                  |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | †              | 4.01%          | 2.59%          | 3.39%          | 3.58%          |
| Non-operating Revenue Margin  |       | †              | 32.63%         | 28.98%         | 31.69%         | 22.63%         |
| Total Margin  |       | †              | 5.83%          | 3.61%          | 4.88%          | 4.57%          |
| Return on Equity  |       | †              | 10.01%         | 6.46%          | 9.17%          | 8.61%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (988,773)   | \$ 2,989,916   | \$ 1,999,342   | \$ 2,785,125   | \$ 3,136,133   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (344,994)   | \$ 4,437,851   | \$ 2,815,216   | \$ 4,077,376   | \$ 4,053,678   |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | †              | 2.332          | 3.630          | 1.992          | 1.217          |
| Days in Accounts Receivable   | days  | †              | 47.1           | 47.7           | 45.1           | 42.8           |
| Days Cash on Hand (Current)   | days  | †              | 30.8           | 21.5           | 26.1           | 12.0           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | †              | 78.3           | 60.4           | 67.1           | 42.2           |
| Average Payment Period (Current Liabilities)                        | days  | †              | 53.1           | 26.1           | 62.9           | 83.9           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | †              | 66.12%         | 68.67%         | 61.62%         | 59.95%         |
| Debt Service Coverage   | rate  | †              | 5.068          | 3.940          | 4.195          | 4.301          |
| Cash Flow to Total Debt   |       | †              | 32.62%         | 31.43%         | 28.75%         | 26.86%         |
| Fixed Asset Financing   |       | †              | 38.42%         | 35.82%         | 31.28%         | 20.47%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | †              | 1.134          | 1.228          | 1.157          | 1.128          |
| Fixed Asset Turnover  | rate  | †              | 2.302          | 2.220          | 2.328          | 1.865          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | †              | 15.9           | 14.3           | 13.5           | 12.5           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 32,345,934  | \$ 32,417,420  | \$ 34,724,835  | \$ 35,305,055  | \$ 47,027,240  |
| Cash & Investments (Current Assets)                                 |       | \$ 1,712,786   | \$ 5,403,789   | \$ 3,808,523   | \$ 4,986,941   | \$ 2,212,021   |
| Current Assets Whose Use is Limited                                 |       | \$ 395,758     | \$ 384,487     | \$ 418,071     | \$ 417,862     | \$ 432,909     |
| Trustee Held Investments  |       | †              | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 9,576,443   | \$ 8,947,031   | \$ 7,626,999   | \$ 8,477,561   | \$ 6,615,485   |
| Fund Balance-Unrestricted   |       | \$ 43,262,648  | \$ 44,353,743  | \$ 43,568,742  | \$ 44,464,292  | \$ 47,083,298  |
| Temporarily Restricted Net Assets                                   |       | \$ 413,611     | \$ 1,408,755   | \$ 1,609,291   | \$ 2,605,029   | \$ 2,653,890   |
| Permanently Restricted Net Assets                                   |       | \$ 5,248,438   | \$ 5,068,634   | \$ 5,259,169   | \$ 5,564,752   | \$ 5,351,658   |
| Total Gross Patient Service Revenue                                 |       | \$ 114,576,670 | \$ 113,193,499 | \$ 121,327,052 | \$ 129,542,115 | \$ 136,610,319 |
| Net Patient Service Revenue   |       | \$ 67,940,639  | \$ 73,160,941  | \$ 72,805,680  | \$ 79,470,135  | \$ 85,209,941  |
| Total Non-Operating Revenue   |       | \$ 643,779     | \$ 1,447,935   | \$ 815,874     | \$ 1,292,251   | \$ 917,545     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 4,591,259   | \$ 3,361,191   | \$ 4,580,128   | \$ 5,167,194   | \$ 5,519,820   |
| Free Care (Charity Care)  |       | \$ 3,716,815   | \$ 3,246,981   | \$ 4,261,969   | \$ 4,059,092   | \$ 3,265,482   |
| Total Operating Expenses  |       | \$ 71,174,000  | \$ 71,637,500  | \$ 75,085,823  | \$ 79,402,198  | \$ 84,572,681  |
| Total Advertising Expenses  |       | \$ 72,063      | \$ 87,046      | \$ 68,137      | \$ 56,734      | \$ 64,234      |
| Salaries and Benefits   |       | \$ 27,941,794  | \$ 28,770,775  | \$ 30,494,914  | \$ 31,705,684  | \$ 32,769,856  |

† Data not available or not applicable



# Maine Health Data Organization

## Hospital Financial Information Part II

| Mayo Regional Hospital -- Dover-Foxcroft, Me.                       |       | 2014         | 2015          | 2016           | 2017           | 2018           |
|---|-------|--------------|---------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |              |               |                |                |                |
| Operating Margin  |       | (1.88%)      | (0.02%)       | (3.27%)        | (3.60%)        | (2.96%)        |
| Non-operating Revenue Margin  |       | 308.71%      | 95.31%        | (129.61%)      | (682.23%)      | 539.19%        |
| Total Margin  |       | 0.88%        | (0.50%)       | (1.40%)        | (0.45%)        | 0.65%          |
| Return on Equity  |       | 1.50%        | (0.85%)       | (2.58%)        | (0.84%)        | 1.24%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (876,655) | \$ (11,133)   | \$ (1,605,567) | \$ (1,786,973) | \$ (1,505,819) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 420,033   | \$ (237,480)  | \$ (448,139)   | \$ (181,851)   | \$ 363,188     |
| <b>Liquidity</b>  |       |              |               |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 2.109        | 2.103         | 1.940          | 1.722          | 1.436          |
| Days in Accounts Receivable   | days  | 48.5         | 48.4          | 43.7           | 39.7           | 44.4           |
| Days Cash on Hand (Current)   | days  | 39.1         | 43.1          | 21.1           | 19.2           | 21.2           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 138.2        | 134.7         | 115.5          | 121.8          | 132.2          |
| Average Payment Period (Current Liabilities)                        | days  | 48.5         | 52.1          | 42.1           | 42.4           | 57.2           |
| <b>Capital Structure</b>  |       |              |               |                |                |                |
| Equity Financing  |       | 74.69%       | 74.39%        | 76.83%         | 68.45%         | 62.71%         |
| Debt Service Coverage   | rate  | 4.465        | 2.927         | 1.987          | 2.957          | 3.450          |
| Cash Flow to Total Debt   |       | 25.02%       | 16.82%        | 12.53%         | 12.90%         | 14.29%         |
| Fixed Asset Financing   |       | 28.24%       | 25.37%        | 22.11%         | 43.32%         | 56.90%         |
| <b>Asset Efficiency</b>   |       |              |               |                |                |                |
| Total Asset Turnover  | rate  | 1.278        | 1.277         | 1.413          | 1.287          | 1.198          |
| Fixed Asset Turnover  | rate  | 3.833        | 4.066         | 4.252          | 3.166          | 3.401          |
| <b>Other</b>  |       |              |               |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 13.4         | 15.2          | 17.2           | 16.9           | 16.6           |
| Net Plant, Property & Equipment (PP&E)                              | \$    | 12,184,452   | \$ 11,811,610 | \$ 11,537,608  | \$ 15,675,544  | \$ 14,960,186  |
| Cash & Investments (Current Assets)                                 | \$    | 4,887,847    | \$ 5,455,837  | \$ 2,830,057   | \$ 2,608,175   | \$ 2,925,743   |
| Current Assets Whose Use is Limited                                 |       | †            | †             | †              | †              | †              |
| Trustee Held Investments  |       | †            | †             | †              | †              | †              |
| Board-Designated & Undesignated Investments                         | \$    | 12,383,075   | \$ 11,585,367 | \$ 12,660,431  | \$ 13,936,755  | \$ 15,324,939  |
| Fund Balance-Unrestricted   | \$    | 28,050,380   | \$ 27,846,066 | \$ 27,155,277  | \$ 27,233,245  | \$ 27,596,431  |
| Temporarily Restricted Net Assets                                   | \$    | 582,907      | \$ 540,872    | \$ 811,101     | \$ 601,404     | \$ 629,720     |
| Permanently Restricted Net Assets                                   | \$    | 436,456      | \$ 424,683    | \$ 428,312     | \$ 445,276     | \$ 444,071     |
| Total Gross Patient Service Revenue                                 | \$    | 81,357,828   | \$ 80,185,539 | \$ 84,504,336  | \$ 86,622,311  | \$ 88,294,242  |
| Net Patient Service Revenue   | \$    | 44,764,699   | \$ 44,703,497 | \$ 45,906,378  | \$ 46,440,411  | \$ 46,990,763  |
| Total Non-Operating Revenue   | \$    | 1,296,688    | \$ (226,347)  | \$ 906,308     | \$ 1,558,528   | \$ 1,848,684   |
| Bad Debt (Provision for Bad Debt)                                   | \$    | 2,914,181    | \$ 2,844,420  | \$ 2,980,153   | \$ 2,421,525   | \$ 2,602,838   |
| Free Care (Charity Care)  | \$    | 3,585,410    | \$ 2,967,891  | \$ 2,967,289   | \$ 2,223,381   | \$ 2,407,494   |
| Total Operating Expenses  | \$    | 47,576,672   | \$ 48,033,540 | \$ 50,661,240  | \$ 51,415,992  | \$ 52,379,599  |
| Total Advertising Expenses  |       | †            | †             | †              | †              | †              |
| Salaries and Benefits   | \$    | 31,162,810   | \$ 30,468,498 | \$ 31,513,876  | \$ 32,351,634  | \$ 32,890,107  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Millinocket Regional Hospital -- Millinocket, Me.                   |       | 2014           | 2015          | 2016          | 2017           | 2018           |
|---|-------|----------------|---------------|---------------|----------------|----------------|
| <b>Profitability</b>  |       |                |               |               |                |                |
| Operating Margin  |       | (9.04%)        | (3.12%)       | (3.34%)       | (8.18%)        | (20.89%)       |
| Non-operating Revenue Margin  |       | (78.85%)       | (408.50%)     | (101.31%)     | (68.02%)       | (15.88%)       |
| Total Margin  |       | (4.86%)        | (0.60%)       | (1.63%)       | (4.71%)        | (17.52%)       |
| Return on Equity  |       | (8.77%)        | (1.09%)       | (3.27%)       | (11.99%)       | (83.33%)       |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (2,257,739) | \$ (789,641)  | \$ (872,958)  | \$ (2,324,976) | \$ (5,819,559) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (1,262,364) | \$ (155,287)  | \$ (433,645)  | \$ (1,383,756) | \$ (5,022,061) |
| <b>Liquidity</b>  |       |                |               |               |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.077          | 1.011         | 1.283         | 1.324          | 0.950          |
| Days in Accounts Receivable   | days  | 40.6           | 40.7          | 51.5          | 51.5           | 39.5           |
| Days Cash on Hand (Current)   | days  | 11.9           | 4.4           | 6.7           | 3.0            | 5.1            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 164.2          | 164.8         | 118.9         | 66.7           | 43.4           |
| Average Payment Period (Current Liabilities)                        | days  | 74.4           | 78.1          | 88.7          | 117.2          | 80.3           |
| <b>Capital Structure</b>  |       |                |               |               |                |                |
| Equity Financing  |       | 58.58%         | 59.37%        | 56.04%        | 46.10%         | 35.88%         |
| Debt Service Coverage   | rate  | (0.274)        | 1.987         | 1.389         | (1.192)        | (10.485)       |
| Cash Flow to Total Debt   |       | (3.81%)        | 6.85%         | 3.42%         | (4.55%)        | (40.24%)       |
| Fixed Asset Financing   |       | 80.17%         | 76.05%        | 69.89%        | 72.07%         | 73.45%         |
| <b>Asset Efficiency</b>   |       |                |               |               |                |                |
| Total Asset Turnover  | rate  | 1.058          | 1.081         | 1.125         | 1.173          | 1.706          |
| Fixed Asset Turnover  | rate  | 4.175          | 4.428         | 4.556         | 5.298          | 5.712          |
| <b>Other</b>  |       |                |               |               |                |                |
| Average Age of Plant (Depreciation only)                            | years | 15.2           | 17.0          | 18.8          | 20.2           | 23.6           |
| Net Plant, Property & Equipment (PP&E)                              | \$    | 5,983,969      | \$ 5,716,545  | \$ 5,743,951  | \$ 5,367,371   | \$ 4,877,863   |
| Cash & Investments (Current Assets)                                 | \$    | 858,385        | \$ 303,888    | \$ 480,312    | \$ 249,516     | \$ 324,194     |
| Current Assets Whose Use is Limited                                 |       | †              | †             | †             | †              | \$ 137,588     |
| Trustee Held Investments  | \$    | 369,496        | \$ 369,496    | \$ 220,122    | \$ 220,122     | \$ 220,122     |
| Board-Designated & Undesignated Investments                         | \$    | 11,005,739     | \$ 11,110,283 | \$ 8,072,483  | \$ 5,229,132   | \$ 3,461,215   |
| Fund Balance-Unrestricted   | \$    | 14,388,442     | \$ 14,252,582 | \$ 13,257,285 | \$ 11,544,459  | \$ 6,027,003   |
| Temporarily Restricted Net Assets                                   | \$    | 111,180        | \$ 108,899    | †             | †              | \$ 405,261     |
| Permanently Restricted Net Assets                                   | \$    | 5,000          | \$ 5,000      | \$ 5,000      | \$ 5,000       | \$ 5,000       |
| Total Gross Patient Service Revenue                                 | \$    | 42,142,128     | \$ 42,466,562 | \$ 45,220,271 | \$ 49,793,640  | \$ 52,254,707  |
| Net Patient Service Revenue   | \$    | 24,365,878     | \$ 25,123,283 | \$ 25,740,054 | \$ 28,040,890  | \$ 27,163,456  |
| Total Non-Operating Revenue   | \$    | 995,375        | \$ 634,354    | \$ 439,313    | \$ 941,220     | \$ 797,498     |
| Bad Debt (Provision for Bad Debt)                                   | \$    | 1,336,500      | \$ 1,374,495  | \$ 1,435,843  | \$ 2,120,423   | \$ 2,956,539   |
| Free Care (Charity Care)  | \$    | 1,233,118      | \$ 1,111,288  | \$ 1,153,713  | \$ 884,496     | \$ 879,589     |
| Total Operating Expenses  | \$    | 27,239,580     | \$ 26,103,114 | \$ 27,044,172 | \$ 30,763,937  | \$ 33,681,910  |
| Total Advertising Expenses  | \$    | 73,149         | \$ 32,508     | \$ 15,541     | \$ 18,329      | \$ 15,893      |
| Salaries and Benefits   | \$    | 16,919,774     | \$ 16,381,287 | \$ 17,224,434 | \$ 19,135,794  | \$ 20,649,844  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Mount Desert Island Hospital -- Mount Desert Island, Me.            |       | 2014           | 2015          | 2016          | 2017          | 2018          |
|---|-------|----------------|---------------|---------------|---------------|---------------|
| <b>Profitability</b>  |       |                |               |               |               |               |
| Operating Margin  |       | (3.04%)        | 0.49%         | 0.51%         | 3.93%         | 2.96%         |
| Non-operating Revenue Margin  |       | (15.76%)       | 58.91%        | (115.91%)     | (2.48%)       | (12.81%)      |
| Total Margin  |       | (2.61%)        | 1.19%         | 0.24%         | 3.84%         | 2.64%         |
| Return on Equity  |       | (8.64%)        | 3.65%         | 0.73%         | 10.98%        | 7.19%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (1,486,508) | \$ 246,905    | \$ 263,572    | \$ 2,262,366  | \$ 1,716,782  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (1,284,105) | \$ 600,870    | \$ 122,077    | \$ 2,207,609  | \$ 1,521,872  |
| <b>Liquidity</b>  |       |                |               |               |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.498          | 0.520         | 0.559         | 0.756         | 0.915         |
| Days in Accounts Receivable   | days  | 49.7           | 53.0          | 60.2          | 45.8          | 46.0          |
| Days Cash on Hand (Current)   | days  | 4.3            | 4.5           | 6.0           | 4.4           | 7.2           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 59.8           | 51.7          | 40.0          | 40.8          | 47.4          |
| Average Payment Period (Current Liabilities)                        | days  | 127.0          | 128.1         | 126.9         | 97.6          | 74.7          |
| <b>Capital Structure</b>  |       |                |               |               |               |               |
| Equity Financing  |       | 33.92%         | 36.76%        | 37.75%        | 43.44%        | 47.49%        |
| Debt Service Coverage   | rate  | 0.418          | 1.122         | 1.128         | 2.134         | 2.678         |
| Cash Flow to Total Debt   |       | 2.05%          | 8.25%         | 6.29%         | 14.63%        | 13.92%        |
| Fixed Asset Financing   |       | 41.47%         | 38.20%        | 33.51%        | 34.24%        | 41.70%        |
| <b>Asset Efficiency</b>   |       |                |               |               |               |               |
| Total Asset Turnover  | rate  | 1.121          | 1.124         | 1.165         | 1.243         | 1.294         |
| Fixed Asset Turnover  | rate  | 2.111          | 2.206         | 2.396         | 2.680         | 2.808         |
| <b>Other</b>  |       |                |               |               |               |               |
| Average Age of Plant (Depreciation only)                            | years | 13.5           | 15.6          | 17.5          | 18.4          | 18.1          |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 23,169,840  | \$ 22,661,093 | \$ 21,569,633 | \$ 21,495,333 | \$ 20,620,665 |
| Cash & Investments (Current Assets)                                 |       | \$ 76,474      | \$ 86,417     | \$ 281,522    | \$ 198,347    | \$ 928,520    |
| Current Assets Whose Use is Limited                                 |       | \$ 499,805     | \$ 509,432    | \$ 532,152    | \$ 449,444    | \$ 144,641    |
| Trustee Held Investments  |       | †              | †             | †             | †             | †             |
| Board-Designated & Undesignated Investments                         |       | \$ 7,367,584   | \$ 6,200,608  | \$ 4,648,144  | \$ 5,351,378  | \$ 5,995,627  |
| Fund Balance-Unrestricted   |       | \$ 14,865,588  | \$ 16,473,244 | \$ 16,702,491 | \$ 20,110,961 | \$ 21,178,652 |
| Temporarily Restricted Net Assets                                   |       | \$ 3,674,156   | \$ 2,450,152  | \$ 1,831,059  | \$ 3,485,084  | \$ 3,444,599  |
| Permanently Restricted Net Assets                                   |       | \$ 2,041,578   | \$ 2,066,276  | \$ 2,004,800  | \$ 2,187,305  | \$ 2,997,715  |
| Total Gross Patient Service Revenue                                 |       | \$ 70,829,984  | \$ 74,473,100 | \$ 75,749,794 | \$ 82,865,645 | \$ 84,892,100 |
| Net Patient Service Revenue   |       | \$ 45,127,799  | \$ 46,804,428 | \$ 46,706,485 | \$ 52,418,979 | \$ 52,544,704 |
| Total Non-Operating Revenue   |       | \$ 202,403     | \$ 353,965    | \$ (141,495)  | \$ (54,757)   | \$ (194,910)  |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 2,592,434   | \$ 3,369,535  | \$ 3,702,221  | \$ 3,735,577  | \$ 3,072,221  |
| Free Care (Charity Care)  |       | \$ 762,058     | \$ 774,175    | \$ 997,395    | \$ 875,887    | \$ 957,080    |
| Total Operating Expenses  |       | \$ 50,393,478  | \$ 49,742,281 | \$ 51,413,982 | \$ 55,342,739 | \$ 56,195,233 |
| Total Advertising Expenses  |       | \$ 23,606      | \$ 62,948     | \$ 182,886    | \$ 148,170    | \$ 182,722    |
| Salaries and Benefits   |       | \$ 31,365,713  | \$ 30,897,252 | \$ 31,732,044 | \$ 33,462,611 | \$ 34,289,904 |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Penobscot Valley Hospital -- Lincoln, Me.                           |       | 2014          | 2015           | 2016           | 2017           | 2018           |
|---|-------|---------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |               |                |                |                |                |
| Operating Margin  |       | (3.91%)       | (5.14%)        | (9.64%)        | (8.48%)        | (5.44%)        |
| Non-operating Revenue Margin  |       | (7.08%)       | (7.04%)        | (3.50%)        | (2.87%)        | 0.72%          |
| Total Margin  |       | (3.64%)       | (4.79%)        | (9.28%)        | (8.22%)        | (5.48%)        |
| Return on Equity  |       | (29.12%)      | (53.84%)       | (4901.90%)     | 110.44%        | 40.42%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (978,468)  | \$ (1,173,630) | \$ (2,062,260) | \$ (1,740,486) | \$ (1,015,515) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (913,791)  | \$ (1,096,437) | \$ (1,992,477) | \$ (1,692,007) | \$ (1,022,899) |
| <b>Liquidity</b>  |       |               |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.221         | 0.958          | 0.940          | 0.656          | 0.435          |
| Days in Accounts Receivable   | days  | 39.6          | 42.9           | 44.1           | 50.2           | 54.7           |
| Days Cash on Hand (Current)   | days  | 26.9          | 24.4           | 19.5           | 13.4           | 5.2            |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 44.3          | 42.1           | 30.3           | 18.5           | 11.0           |
| Average Payment Period (Current Liabilities)                        | days  | 66.3          | 84.9           | 76.8           | 109.3          | 161.0          |
| <b>Capital Structure</b>  |       |               |                |                |                |                |
| Equity Financing  |       | 23.89%        | 16.55%         | 0.38%          | (16.53%)       | (31.10%)       |
| Debt Service Coverage   | rate  | 0.253         | (0.010)        | (1.211)        | (0.939)        | (0.183)        |
| Cash Flow to Total Debt   |       | (0.49%)       | (2.59%)        | (11.03%)       | (9.22%)        | (3.93%)        |
| Fixed Asset Financing   |       | 85.85%        | 82.02%         | 83.82%         | 84.75%         | 16.37%         |
| <b>Asset Efficiency</b>   |       |               |                |                |                |                |
| Total Asset Turnover  | rate  | 1.909         | 1.861          | 2.031          | 2.220          | 2.295          |
| Fixed Asset Turnover  | rate  | 4.039         | 3.895          | 4.129          | 4.446          | 4.595          |
| <b>Other</b>  |       |               |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 14.5          | 15.8           | 16.8           | 20.9           | 23.6           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 6,193,248  | \$ 5,858,790   | \$ 5,183,227   | \$ 4,617,407   | \$ 4,065,224   |
| Cash & Investments (Current Assets)                                 |       | \$ 1,791,125  | \$ 1,484,094   | \$ 1,147,317   | \$ 728,549     | \$ 208,371     |
| Current Assets Whose Use is Limited                                 |       | \$ 61,424     | \$ 62,023      | \$ 62,023      | \$ 62,436      | \$ 63,644      |
| Trustee Held Investments  |       | †             | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 1,197,824  | \$ 1,124,609   | \$ 670,323     | \$ 304,658     | \$ 305,170     |
| Fund Balance-Unrestricted   |       | \$ 3,138,413  | \$ 2,036,640   | \$ 40,647      | \$ (1,532,062) | \$ (2,530,914) |
| Temporarily Restricted Net Assets                                   |       | \$ 165,361    | \$ 164,587     | \$ 162,447     | \$ 84,449      | \$ 99,466      |
| Permanently Restricted Net Assets                                   |       | \$ 76,549     | \$ 76,549      | \$ 76,549      | \$ 76,549      | \$ 76,549      |
| Total Gross Patient Service Revenue                                 |       | \$ 36,695,215 | \$ 36,313,289  | \$ 35,453,703  | \$ 33,791,647  | \$ 33,639,006  |
| Net Patient Service Revenue   |       | \$ 24,769,402 | \$ 22,435,798  | \$ 21,125,199  | \$ 20,118,416  | \$ 18,389,558  |
| Total Non-Operating Revenue   |       | \$ 64,677     | \$ 77,193      | \$ 69,783      | \$ 48,479      | \$ (7,384)     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 1,766,554  | \$ 1,559,983   | \$ 1,686,079   | \$ 1,607,042   | \$ 1,875,117   |
| Free Care (Charity Care)  |       | \$ 1,423,903  | \$ 1,377,290   | \$ 1,345,461   | \$ 1,168,497   | \$ 970,703     |
| Total Operating Expenses  |       | \$ 25,993,929 | \$ 23,995,958  | \$ 23,462,637  | \$ 22,271,452  | \$ 19,695,821  |
| Total Advertising Expenses  |       | \$ 25,056     | \$ 16,692      | \$ 13,990      | \$ 7,488       | \$ 7,845       |
| Salaries and Benefits   |       | \$ 15,043,829 | \$ 13,364,990  | \$ 12,961,102  | \$ 11,124,018  | \$ 8,646,396   |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Redington-Fairview General Hospital -- Skowhegan, Me.               |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | (3.65%)        | (3.65%)        | 0.01%          | 0.12%          | 0.17%          |
| Non-operating Revenue Margin  |       | (117.49%)      | 319.98%        | 99.63%         | 92.34%         | 92.42%         |
| Total Margin  |       | (1.65%)        | 1.58%          | 2.96%          | 1.58%          | 2.20%          |
| Return on Equity  |       | (1.90%)        | 2.24%          | 4.52%          | 2.23%          | 2.98%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (2,642,901) | \$ (2,788,397) | \$ 9,525       | \$ 109,102     | \$ 157,557     |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ (1,215,162) | \$ 1,267,540   | \$ 2,606,763   | \$ 1,424,688   | \$ 2,340,048   |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 3.889          | 2.803          | 2.643          | 2.955          | 3.127          |
| Days in Accounts Receivable   | days  | 55.5           | 58.2           | 63.8           | 56.3           | 55.9           |
| Days Cash on Hand (Current)   | days  | 203.7          | 195.5          | 165.4          | 175.1          | 186.6          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 306.6          | 297.3          | 265.0          | 277.9          | 292.3          |
| Average Payment Period (Current Liabilities)                        | days  | 68.9           | 93.6           | 90.3           | 81.5           | 80.6           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 63.54%         | 54.80%         | 52.77%         | 57.43%         | 61.08%         |
| Debt Service Coverage   | rate  | 1.802          | 3.210          | 4.057          | 2.696          | 2.979          |
| Cash Flow to Total Debt   |       | 6.05%          | 10.36%         | 12.46%         | 11.71%         | 13.60%         |
| Fixed Asset Financing   |       | 79.65%         | 77.34%         | 87.21%         | 84.51%         | 85.50%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 0.731          | 0.779          | 0.805          | 0.811          | 0.827          |
| Fixed Asset Turnover  | rate  | 2.671          | 2.850          | 2.773          | 2.950          | 3.381          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 13.0           | 13.5           | 13.6           | 13.7           | 15.2           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 27,087,478  | \$ 26,800,024  | \$ 30,788,640  | \$ 30,098,999  | \$ 27,395,579  |
| Cash & Investments (Current Assets)                                 |       | \$ 39,920,209  | \$ 40,506,832  | \$ 36,957,338  | \$ 40,563,193  | \$ 45,247,212  |
| Current Assets Whose Use is Limited                                 |       | †              | †              | †              | †              | †              |
| Trustee Held Investments  |       | \$ 158,891     | \$ 141,062     | \$ 2,246,311   | \$ 788,657     | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 20,167,166  | \$ 21,075,117  | \$ 22,256,034  | \$ 23,811,076  | \$ 25,619,499  |
| Fund Balance-Unrestricted   |       | \$ 64,116,694  | \$ 56,566,045  | \$ 57,659,711  | \$ 63,799,035  | \$ 69,792,310  |
| Temporarily Restricted Net Assets                                   |       | \$ 1,079,545   | \$ 1,077,667   | \$ 862,928     | \$ 1,144,892   | \$ 928,452     |
| Permanently Restricted Net Assets                                   |       | †              | †              | †              | †              | †              |
| Total Gross Patient Service Revenue                                 |       | \$ 112,484,591 | \$ 120,180,687 | \$ 131,710,753 | \$ 140,654,411 | \$ 147,165,284 |
| Net Patient Service Revenue   |       | \$ 70,512,765  | \$ 74,096,327  | \$ 81,485,749  | \$ 85,127,872  | \$ 88,066,266  |
| Total Non-Operating Revenue   |       | \$ 1,427,739   | \$ 4,055,937   | \$ 2,597,238   | \$ 1,315,586   | \$ 1,921,186   |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 7,322,462   | \$ 8,321,678   | \$ 9,526,662   | \$ 9,089,395   | \$ 11,687,358  |
| Free Care (Charity Care)  |       | \$ 2,684,279   | \$ 2,285,208   | \$ 3,364,712   | \$ 3,690,747   | \$ 3,311,366   |
| Total Operating Expenses  |       | \$ 74,981,705  | \$ 79,175,026  | \$ 85,369,744  | \$ 88,674,167  | \$ 92,465,558  |
| Total Advertising Expenses  |       | \$ 214,237     | \$ 424,156     | \$ 385,577     | \$ 288,488     | \$ 297,458     |
| Salaries and Benefits   |       | \$ 38,924,199  | \$ 40,644,558  | \$ 45,016,475  | \$ 47,242,985  | \$ 49,966,082  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Rumford Community Hospital -- Rumford, Me.                          |       | 2014          | 2015          | 2016          | 2017          | 2018           |
|---|-------|---------------|---------------|---------------|---------------|----------------|
| <b>Profitability</b>  |       |               |               |               |               |                |
| Operating Margin  |       | 0.94%         | (1.23%)       | (2.44%)       | (0.29%)       | (4.22%)        |
| Non-operating Revenue Margin  |       | 42.64%        | 14.32%        | 0.93%         | 409.94%       | (25.25%)       |
| Total Margin  |       | 1.63%         | (1.44%)       | (2.46%)       | 0.09%         | (3.34%)        |
| Return on Equity  |       | 3.14%         | (2.94%)       | (5.59%)       | 0.22%         | (8.01%)        |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 337,548    | \$ (461,793)  | \$ (970,931)  | \$ (117,323)  | \$ (1,644,524) |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 588,463    | \$ (538,991)  | \$ (980,060)  | \$ 37,854     | \$ (1,313,004) |
| <b>Liquidity</b>  |       |               |               |               |               |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 3.610         | 3.461         | 1.985         | 1.806         | 1.650          |
| Days in Accounts Receivable   | days  | 70.5          | 59.6          | 47.6          | 39.1          | 38.0           |
| Days Cash on Hand (Current)   | days  | 35.5          | 44.7          | 34.9          | 40.5          | 20.0           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 63.7          | 69.4          | 58.0          | 66.0          | 48.4           |
| Average Payment Period (Current Liabilities)                        | days  | 28.8          | 27.7          | 42.9          | 56.9          | 50.3           |
| <b>Capital Structure</b>  |       |               |               |               |               |                |
| Equity Financing  |       | 73.37%        | 73.94%        | 67.80%        | 62.48%        | 66.24%         |
| Debt Service Coverage   | rate  | 7.917         | 3.429         | 1.642         | 4.950         | 2.156          |
| Cash Flow to Total Debt   |       | 29.97%        | 13.51%        | 4.58%         | 14.57%        | 5.27%          |
| Fixed Asset Financing   |       | 9.65%         | 8.32%         | 8.17%         | 6.16%         | 6.71%          |
| <b>Asset Efficiency</b>   |       |               |               |               |               |                |
| Total Asset Turnover  | rate  | 1.417         | 1.510         | 1.541         | 1.501         | 1.588          |
| Fixed Asset Turnover  | rate  | 2.837         | 3.080         | 2.929         | 3.276         | 3.190          |
| <b>Other</b>  |       |               |               |               |               |                |
| Average Age of Plant (Depreciation only)                            | years | 13.5          | 14.7          | 16.1          | 15.9          | 13.9           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 12,666,546 | \$ 12,172,027 | \$ 13,603,289 | \$ 12,412,713 | \$ 12,213,764  |
| Cash & Investments (Current Assets)                                 |       | \$ 3,273,619  | \$ 4,425,790  | \$ 3,719,539  | \$ 4,314,334  | \$ 2,079,290   |
| Current Assets Whose Use is Limited                                 |       | \$ 48,512     | \$ 48,522     | \$ 48,531     | \$ 48,541     | \$ 48,543      |
| Trustee Held Investments  |       | †             | †             | †             | †             | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 2,635,830  | \$ 2,470,201  | \$ 2,501,604  | \$ 2,753,966  | \$ 3,027,824   |
| Fund Balance-Unrestricted   |       | \$ 18,737,272 | \$ 18,316,579 | \$ 17,522,074 | \$ 16,993,055 | \$ 16,388,636  |
| Temporarily Restricted Net Assets                                   |       | \$ 246,970    | \$ 251,404    | \$ 251,434    | \$ 321,715    | \$ 331,071     |
| Permanently Restricted Net Assets                                   |       | \$ 257,257    | \$ 256,628    | \$ 252,875    | \$ 254,028    | \$ 255,122     |
| Total Gross Patient Service Revenue                                 |       | \$ 70,314,362 | \$ 72,578,268 | \$ 76,813,223 | \$ 84,079,222 | \$ 81,430,820  |
| Net Patient Service Revenue   |       | \$ 34,914,540 | \$ 35,989,646 | \$ 37,680,538 | \$ 38,790,525 | \$ 36,972,811  |
| Total Non-Operating Revenue   |       | \$ 250,915    | \$ (77,198)   | \$ (9,129)    | \$ 155,177    | \$ 331,520     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 4,808,547  | \$ 2,709,819  | \$ 4,091,135  | \$ 4,028,904  | \$ 4,066,104   |
| Free Care (Charity Care)  |       | \$ 881,476    | \$ 919,539    | \$ 1,158,279  | \$ 1,321,027  | \$ 847,895     |
| Total Operating Expenses  |       | \$ 35,591,218 | \$ 37,950,768 | \$ 40,809,406 | \$ 40,778,685 | \$ 40,604,263  |
| Total Advertising Expenses  |       | \$ 51,794     | \$ 119,966    | \$ 118,844    | \$ 47,366     | \$ 2,907       |
| Salaries and Benefits   |       | \$ 23,835,713 | \$ 25,342,417 | \$ 27,300,710 | \$ 26,901,346 | \$ 25,646,501  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Sebasticook Valley Hospital -- Pittsfield, Me.                      |              | 2014          | 2015          | 2016          | 2017          | 2018          |
|---|--------------|---------------|---------------|---------------|---------------|---------------|
| <b>Profitability</b>  |              |               |               |               |               |               |
| Operating Margin  |              | 6.47%         | 3.31%         | 3.95%         | 10.40%        | 13.83%        |
| Non-operating Revenue Margin  |              | 20.89%        | 35.46%        | 21.83%        | 25.21%        | 0.98%         |
| Total Margin  |              | 8.05%         | 5.04%         | 5.00%         | 13.43%        | 13.95%        |
| Return on Equity  |              | 12.72%        | 7.92%         | 7.70%         | 27.70%        | 23.23%        |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 2,352,427  | \$ 1,245,827  | \$ 1,576,460  | \$ 4,385,064  | \$ 6,319,493  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 2,973,458  | \$ 1,930,194  | \$ 2,016,597  | \$ 5,863,249  | \$ 6,382,177  |
| <b>Liquidity</b>  |              |               |               |               |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 1.433         | 1.606         | 2.091         | 2.246         | 3.445         |
| Days in Accounts Receivable   | <i>days</i>  | 32.1          | 33.0          | 30.6          | 25.8          | 23.8          |
| Days Cash on Hand (Current)   | <i>days</i>  | 71.9          | 64.1          | 64.1          | 96.2          | 147.5         |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 164.8         | 150.3         | 153.9         | 101.4         | 155.2         |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 82.9          | 76.4          | 59.6          | 72.2          | 56.3          |
| <b>Capital Structure</b>  |              |               |               |               |               |               |
| Equity Financing  |              | 54.00%        | 55.82%        | 61.02%        | 57.99%        | 68.81%        |
| Debt Service Coverage   | <i>rate</i>  | 5.675         | 4.134         | 4.380         | 7.573         | 7.983         |
| Cash Flow to Total Debt   |              | 24.07%        | 19.70%        | 23.57%        | 46.29%        | 60.90%        |
| Fixed Asset Financing   |              | 41.01%        | 39.26%        | 37.54%        | 35.88%        | 32.70%        |
| <b>Asset Efficiency</b>   |              |               |               |               |               |               |
| Total Asset Turnover  | <i>rate</i>  | 0.854         | 0.877         | 0.939         | 1.196         | 1.146         |
| Fixed Asset Turnover  | <i>rate</i>  | 1.643         | 1.759         | 1.966         | 2.194         | 2.433         |
| <b>Other</b>  |              |               |               |               |               |               |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 11.0          | 11.6          | 12.1          | 16.9          | 18.2          |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 22,107,358 | \$ 21,373,859 | \$ 20,281,225 | \$ 19,221,521 | \$ 18,781,506 |
| Cash & Investments (Current Assets)                                 |              | \$ 6,332,243  | \$ 6,057,496  | \$ 6,372,169  | \$ 9,612,304  | \$ 15,413,488 |
| Current Assets Whose Use is Limited                                 |              | \$ 421        | †             | \$ 18,774     | \$ 19,477     | \$ 17,568     |
| Trustee Held Investments  |              | †             | \$ 390,579    | \$ 494,569    | †             | †             |
| Board-Designated & Undesignated Investments                         |              | \$ 8,188,902  | \$ 8,145,997  | \$ 8,939,111  | \$ 529,594    | \$ 797,776    |
| Fund Balance-Unrestricted   |              | \$ 23,373,472 | \$ 24,368,658 | \$ 26,196,160 | \$ 21,163,453 | \$ 27,472,111 |
| Temporarily Restricted Net Assets                                   |              | \$ 688,598    | \$ 527,320    | \$ 409,871    | \$ 401,432    | \$ 234,936    |
| Permanently Restricted Net Assets                                   |              | \$ 373,698    | \$ 358,547    | \$ 371,046    | \$ 389,256    | \$ 395,471    |
| Total Gross Patient Service Revenue                                 |              | \$ 58,775,933 | \$ 61,849,523 | \$ 65,361,672 | \$ 66,155,660 | \$ 70,026,406 |
| Net Patient Service Revenue   |              | \$ 35,089,628 | \$ 35,653,993 | \$ 37,665,046 | \$ 40,277,049 | \$ 44,100,086 |
| Total Non-Operating Revenue   |              | \$ 621,031    | \$ 684,367    | \$ 440,137    | \$ 1,478,185  | \$ 62,684     |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 2,905,024  | \$ 3,202,919  | \$ 2,941,270  | \$ 3,075,607  | \$ 2,972,921  |
| Free Care (Charity Care)  |              | \$ 1,865,324  | \$ 1,965,577  | \$ 1,551,711  | \$ 1,721,551  | \$ 2,073,551  |
| Total Operating Expenses  |              | \$ 33,979,724 | \$ 36,360,618 | \$ 38,296,244 | \$ 37,795,486 | \$ 39,372,562 |
| Total Advertising Expenses  |              | \$ 125,788    | \$ 169,304    | \$ 189,219    | \$ 173,355    | \$ 99,957     |
| Salaries and Benefits   |              | \$ 20,534,011 | \$ 20,836,694 | \$ 21,785,207 | \$ 22,485,778 | \$ 22,544,179 |

† Data not available or not applicable



# Maine Health Data Organization

## Hospital Financial Information Part II

| Stephens Memorial Hospital -- Norway, Me.                           |       | 2014          | 2015          | 2016           | 2017           | 2018           |
|---|-------|---------------|---------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |               |               |                |                |                |
| Operating Margin  |       | 7.40%         | 6.36%         | 4.87%          | 5.10%          | 2.83%          |
| Non-operating Revenue Margin  |       | 8.28%         | (6.78%)       | 10.05%         | 9.36%          | 1.97%          |
| Total Margin  |       | 8.01%         | 5.98%         | 5.38%          | 5.59%          | 2.88%          |
| Return on Equity  |       | 12.75%        | 9.09%         | 8.31%          | 8.67%          | 4.59%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 4,250,296  | \$ 3,848,043  | \$ 3,099,933   | \$ 3,446,739   | \$ 2,059,410   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 4,633,910  | \$ 3,603,686  | \$ 3,446,426   | \$ 3,802,861   | \$ 2,100,692   |
| <b>Liquidity</b>  |       |               |               |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.857         | 1.783         | 1.939          | 2.161          | 1.885          |
| Days in Accounts Receivable   | days  | 36.4          | 37.2          | 37.6           | 32.4           | 27.9           |
| Days Cash on Hand (Current)   | days  | 111.6         | 114.9         | 91.6           | 87.8           | 109.0          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 146.4         | 165.4         | 136.6          | 126.0          | 143.6          |
| Average Payment Period (Current Liabilities)                        | days  | 89.2          | 93.6          | 73.9           | 61.9           | 78.7           |
| <b>Capital Structure</b>  |       |               |               |                |                |                |
| Equity Financing  |       | 70.71%        | 60.62%        | 66.62%         | 69.56%         | 66.83%         |
| Debt Service Coverage   | rate  | 18.944        | 19.997        | 10.752         | 11.653         | 9.205          |
| Cash Flow to Total Debt   |       | 43.81%        | 21.83%        | 28.34%         | 34.61%         | 23.05%         |
| Fixed Asset Financing   |       | 0.48%         | 36.39%        | 25.93%         | 22.99%         | 20.76%         |
| <b>Asset Efficiency</b>   |       |               |               |                |                |                |
| Total Asset Turnover  | rate  | 1.126         | 0.922         | 1.029          | 1.078          | 1.065          |
| Fixed Asset Turnover  | rate  | 4.664         | 3.958         | 3.152          | 3.161          | 3.326          |
| <b>Other</b>  |       |               |               |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 16.6          | 16.1          | 14.0           | 12.7           | 12.2           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 12,322,186 | \$ 15,285,363 | \$ 20,206,112  | \$ 21,389,797  | \$ 21,916,790  |
| Cash & Investments (Current Assets)                                 |       | \$ 14,698,307 | \$ 15,333,609 | \$ 13,579,927  | \$ 13,699,915  | \$ 19,157,937  |
| Current Assets Whose Use is Limited                                 |       | \$ 979,959    | \$ 1,871,561  | \$ 1,020,383   | \$ 1,049,345   | \$ 1,062,996   |
| Trustee Held Investments  |       | †             | \$ 3,472,631  | \$ 15,411      | \$ 94,280      | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 4,887,307  | \$ 7,550,976  | \$ 7,171,507   | \$ 6,422,306   | \$ 6,406,629   |
| Fund Balance-Unrestricted   |       | \$ 36,344,644 | \$ 39,625,276 | \$ 41,462,693  | \$ 43,863,760  | \$ 45,772,785  |
| Temporarily Restricted Net Assets                                   |       | \$ 1,024,489  | \$ 746,416    | \$ 774,156     | \$ 955,533     | \$ 743,484     |
| Permanently Restricted Net Assets                                   |       | \$ 558,411    | \$ 558,411    | \$ 558,411     | \$ 558,411     | \$ 558,411     |
| Total Gross Patient Service Revenue                                 |       | \$ 95,345,120 | \$ 99,220,072 | \$ 105,653,334 | \$ 113,502,664 | \$ 125,946,061 |
| Net Patient Service Revenue   |       | \$ 56,391,245 | \$ 59,320,307 | \$ 62,301,596  | \$ 65,658,121  | \$ 70,417,814  |
| Total Non-Operating Revenue   |       | \$ 383,614    | \$ (244,357)  | \$ 346,493     | \$ 356,122     | \$ 41,282      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 4,424,397  | \$ 4,371,650  | \$ 5,114,879   | \$ 5,936,087   | \$ 6,520,250   |
| Free Care (Charity Care)  |       | \$ 2,766,583  | \$ 2,423,300  | \$ 2,258,915   | \$ 2,369,820   | \$ 2,332,859   |
| Total Operating Expenses  |       | \$ 53,218,576 | \$ 56,650,928 | \$ 60,599,381  | \$ 64,167,435  | \$ 70,832,100  |
| Total Advertising Expenses  |       | \$ 80,202     | \$ 59,770     | \$ 61,985      | \$ 62,618      | \$ 57,761      |
| Salaries and Benefits   |       | \$ 31,416,736 | \$ 31,029,476 | \$ 32,382,594  | \$ 34,369,517  | \$ 38,939,585  |

† Data not available or not applicable



# Maine Health Data Organization

## Hospital Financial Information Part II

| Waldo County General Hospital -- Belfast, Me.                       |       | 2014           | 2015           | 2016           | 2017           | 2018           |
|---|-------|----------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |                |                |                |                |                |
| Operating Margin  |       | (0.26%)        | 8.04%          | 6.80%          | 7.63%          | 4.53%          |
| Non-operating Revenue Margin  |       | 104.45%        | 7.34%          | 49.05%         | 49.27%         | 62.51%         |
| Total Margin  |       | 5.48%          | 8.62%          | 12.52%         | 14.00%         | 11.23%         |
| Return on Equity  |       | 5.91%          | 9.14%          | 13.36%         | 14.25%         | 10.59%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ (192,814)   | \$ 6,784,776   | \$ 6,212,787   | \$ 7,649,992   | \$ 4,665,569   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 4,336,614   | \$ 7,322,598   | \$ 12,194,364  | \$ 15,080,788  | \$ 12,444,915  |
| <b>Liquidity</b>  |       |                |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 0.878          | 0.962          | 1.085          | 7.981          | 7.119          |
| Days in Accounts Receivable   | days  | 39.4           | 34.5           | 37.4           | 38.6           | 34.2           |
| Days Cash on Hand (Current)   | days  | 17.5           | 39.2           | 32.5           | 288.8          | 280.4          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 272.5          | 318.2          | 304.4          | 310.1          | 301.3          |
| Average Payment Period (Current Liabilities)                        | days  | 84.5           | 98.3           | 80.0           | 41.1           | 50.0           |
| <b>Capital Structure</b>  |       |                |                |                |                |                |
| Equity Financing  |       | 72.91%         | 71.58%         | 73.10%         | 82.56%         | 83.10%         |
| Debt Service Coverage   | rate  | 9.607          | 18.382         | 28.987         | 29.186         | 25.180         |
| Cash Flow to Total Debt   |       | 28.01%         | 36.19%         | 48.99%         | 89.04%         | 74.10%         |
| Fixed Asset Financing   |       | 23.33%         | 22.25%         | 16.84%         | 14.35%         | 11.98%         |
| <b>Asset Efficiency</b>   |       |                |                |                |                |                |
| Total Asset Turnover  | rate  | 0.785          | 0.760          | 0.780          | 0.840          | 0.784          |
| Fixed Asset Turnover  | rate  | 2.874          | 3.365          | 3.055          | 3.135          | 2.977          |
| <b>Other</b>  |       |                |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 12.8           | 10.9           | 11.2           | 10.1           | 10.0           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 25,935,888  | \$ 25,093,849  | \$ 29,921,709  | \$ 31,984,134  | \$ 34,618,188  |
| Cash & Investments (Current Assets)                                 |       | \$ 3,340,388   | \$ 7,735,031   | \$ 7,053,727   | \$ 69,306,700  | \$ 71,409,115  |
| Current Assets Whose Use is Limited                                 |       | \$ 92,751      | \$ 150,005     | \$ 146,791     | \$ 150,117     | \$ 148,118     |
| Trustee Held Investments  |       | †              | †              | †              | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 49,894,030  | \$ 56,153,459  | \$ 60,292,845  | \$ 5,144,665   | \$ 5,333,549   |
| Fund Balance-Unrestricted   |       | \$ 73,397,334  | \$ 80,074,877  | \$ 91,279,634  | \$ 105,798,415 | \$ 117,541,376 |
| Temporarily Restricted Net Assets                                   |       | \$ 1,730,569   | \$ 1,702,855   | \$ 1,829,229   | \$ 2,036,036   | \$ 2,177,538   |
| Permanently Restricted Net Assets                                   |       | \$ 19,181,806  | \$ 17,818,643  | \$ 18,457,040  | \$ 20,638,882  | \$ 22,610,452  |
| Total Gross Patient Service Revenue                                 |       | \$ 120,536,536 | \$ 134,257,478 | \$ 145,865,101 | \$ 155,961,875 | \$ 160,021,056 |
| Net Patient Service Revenue   |       | \$ 71,875,902  | \$ 81,340,605  | \$ 87,155,092  | \$ 94,723,946  | \$ 95,994,906  |
| Total Non-Operating Revenue   |       | \$ 4,529,428   | \$ 537,822     | \$ 5,981,577   | \$ 7,430,796   | \$ 7,779,346   |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 5,474,729   | \$ 5,630,152   | \$ 5,235,162   | \$ 3,438,983   | \$ 5,778,788   |
| Free Care (Charity Care)  |       | \$ 5,758,415   | \$ 5,095,049   | \$ 5,201,743   | \$ 5,587,668   | \$ 5,619,998   |
| Total Operating Expenses  |       | \$ 74,730,977  | \$ 77,647,540  | \$ 85,192,030  | \$ 92,617,562  | \$ 98,403,356  |
| Total Advertising Expenses  |       | \$ 14,270      | \$ 29,802      | \$ 13,743      | \$ 31,074      | \$ 20,242      |
| Salaries and Benefits   |       | \$ 44,975,971  | \$ 46,809,542  | \$ 50,561,744  | \$ 53,133,188  | \$ 54,916,121  |

† Data not available or not applicable

## **Hospital Peer Group E**

The following hospitals are included in this peer group:

Acadia Hospital  
Maine Behavioral Healthcare

# Maine Health Data Organization

## Hospital Financial Information Part II

| Acadia Hospital Corporation -- Bangor, Me.                          |       | 2014          | 2015          | 2016           | 2017           | 2018           |
|---|-------|---------------|---------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |               |               |                |                |                |
| Operating Margin  |       | 2.30%         | 4.68%         | 6.33%          | 19.82%         | 5.90%          |
| Non-operating Revenue Margin  |       | 29.58%        | 17.03%        | 12.14%         | (0.79%)        | 0.32%          |
| Total Margin  |       | 3.24%         | 5.59%         | 7.14%          | 19.70%         | 5.92%          |
| Return on Equity  |       | 10.54%        | 18.24%        | 22.17%         | 239.68%        | 39.70%         |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 1,144,556  | \$ 2,410,167  | \$ 3,554,438   | \$ 13,559,872  | \$ 3,402,435   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 1,625,292  | \$ 2,904,940  | \$ 4,045,747   | \$ 13,453,942  | \$ 3,413,337   |
| <b>Liquidity</b>  |       |               |               |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | 1.798         | 1.809         | 2.113          | 1.887          | 2.012          |
| Days in Accounts Receivable   | days  | 23.0          | 23.8          | 20.2           | 18.1           | 24.6           |
| Days Cash on Hand (Current)   | days  | 143.3         | 164.2         | 151.7          | 59.1           | 109.5          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | 236.6         | 253.9         | 233.6          | 60.0           | 110.2          |
| Average Payment Period (Current Liabilities)                        | days  | 104.1         | 118.1         | 83.5           | 66.9           | 74.6           |
| <b>Capital Structure</b>  |       |               |               |                |                |                |
| Equity Financing  |       | 31.78%        | 30.86%        | 37.08%         | 19.75%         | 27.78%         |
| Debt Service Coverage   | rate  | 2.059         | 2.957         | 4.052          | 9.856          | 3.022          |
| Cash Flow to Total Debt   |       | 7.89%         | 11.04%        | 16.86%         | 63.15%         | 19.36%         |
| Fixed Asset Financing   |       | 62.61%        | 53.47%        | 41.21%         | 30.37%         | 16.68%         |
| <b>Asset Efficiency</b>   |       |               |               |                |                |                |
| Total Asset Turnover  | rate  | 1.034         | 1.007         | 1.150          | 2.404          | 1.864          |
| Fixed Asset Turnover  | rate  | 4.708         | 4.888         | 5.428          | 7.186          | 6.552          |
| <b>Other</b>  |       |               |               |                |                |                |
| Average Age of Plant (Depreciation only)                            | years | 23.2          | 23.1          | 21.2           | 24.3           | 26.2           |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 10,557,217 | \$ 10,531,790 | \$ 10,343,394  | \$ 9,520,858   | \$ 8,805,639   |
| Cash & Investments (Current Assets)                                 |       | \$ 18,298,204 | \$ 21,261,811 | \$ 20,937,756  | \$ 8,310,290   | \$ 15,587,645  |
| Current Assets Whose Use is Limited                                 |       | \$ 377,377    | \$ 344,933    | \$ 424,244     | \$ 416,646     | \$ 426,257     |
| Trustee Held Investments  |       | \$ 25,156     | \$ 34,776     | \$ 19,248      | †              | †              |
| Board-Designated & Undesignated Investments                         |       | \$ 12,158,641 | \$ 11,813,820 | \$ 11,543,285  | \$ 140,773     | \$ 101,126     |
| Fund Balance-Unrestricted   |       | \$ 15,421,026 | \$ 15,925,451 | \$ 18,252,507  | \$ 5,613,299   | \$ 8,598,662   |
| Temporarily Restricted Net Assets                                   |       | \$ 318,766    | \$ 149,093    | \$ 173,201     | \$ 190,404     | \$ 163,963     |
| Permanently Restricted Net Assets                                   |       | \$ 113,002    | \$ 152,202    | \$ 262,002     | \$ 266,102     | \$ 268,502     |
| Total Gross Patient Service Revenue                                 |       | \$ 81,776,993 | \$ 91,170,014 | \$ 101,468,427 | \$ 109,546,583 | \$ 112,803,285 |
| Net Patient Service Revenue   |       | \$ 46,716,618 | \$ 48,702,332 | \$ 53,093,567  | \$ 65,056,806  | \$ 55,628,169  |
| Total Non-Operating Revenue   |       | \$ 480,736    | \$ 494,773    | \$ 491,309     | \$ (105,930)   | \$ 10,902      |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 2,486,371  | \$ 2,988,273  | \$ 3,426,608   | \$ 1,383,150   | \$ 4,108,382   |
| Free Care (Charity Care)  |       | \$ 9,121,000  | \$ 12,933,611 | \$ 17,909,612  | \$ 19,939,408  | \$ 18,128,249  |
| Total Operating Expenses  |       | \$ 48,563,198 | \$ 49,069,606 | \$ 52,585,560  | \$ 54,853,017  | \$ 54,291,304  |
| Total Advertising Expenses  |       | \$ 38,461     | \$ 9,169      | \$ 22,563      | \$ 6,474       | \$ 74,635      |
| Salaries and Benefits   |       | \$ 32,928,616 | \$ 34,061,447 | \$ 37,062,975  | \$ 40,374,013  | \$ 40,677,185  |

† Data not available or not applicable

# Maine Health Data Organization

## Hospital Financial Information Part II

| Maine Behavioral Healthcare -- South Portland, Me.                  |       | 2014          | 2015           | 2016           | 2017           | 2018           |
|---|-------|---------------|----------------|----------------|----------------|----------------|
| <b>Profitability</b>  |       |               |                |                |                |                |
| Operating Margin  |       | †             | 0.43%          | (1.63%)        | 2.26%          | 1.48%          |
| Non-operating Revenue Margin  |       | †             | 116.51%        | (59.73%)       | 15.09%         | 15.95%         |
| Total Margin  |       | †             | (2.68%)        | (1.01%)        | 2.66%          | 1.76%          |
| Return on Equity  |       | †             | (13.72%)       | (6.08%)        | 14.63%         | 9.10%          |
| Net Operating Income (Operating Surplus/Loss)                       |       | \$ 304,213    | \$ 336,872     | \$ (1,355,078) | \$ 2,023,558   | \$ 1,366,381   |
| Total Surplus/Deficit (Total Surplus/Loss)                          |       | \$ 398,425    | \$ (2,040,752) | \$ (848,352)   | \$ 2,383,274   | \$ 1,625,770   |
| <b>Liquidity</b>  |       |               |                |                |                |                |
| Current Ratio (without Board Designated/Undesignated Investments)   | rate  | †             | 3.864          | 2.989          | 3.138          | 2.923          |
| Days in Accounts Receivable   | days  | †             | 30.6           | 32.8           | 38.4           | 24.6           |
| Days Cash on Hand (Current)   | days  | †             | 80.2           | 69.5           | 66.4           | 67.2           |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | days  | †             | 82.4           | 70.5           | 67.3           | 68.1           |
| Average Payment Period (Current Liabilities)                        | days  | †             | 29.4           | 35.3           | 32.8           | 31.6           |
| <b>Capital Structure</b>  |       |               |                |                |                |                |
| Equity Financing  |       | †             | 28.46%         | 26.77%         | 31.78%         | 35.06%         |
| Debt Service Coverage   | rate  | †             | 0.353          | 0.959          | 2.427          | 2.344          |
| Cash Flow to Total Debt   |       | †             | (0.35%)        | 3.33%          | 13.17%         | 11.68%         |
| Fixed Asset Financing   |       | †             | 77.82%         | 73.65%         | 71.46%         | 65.42%         |
| <b>Asset Efficiency</b>   |       |               |                |                |                |                |
| Total Asset Turnover  | rate  | †             | 1.459          | 1.609          | 1.750          | 1.812          |
| Fixed Asset Turnover  | rate  | †             | 2.969          | 3.192          | 3.536          | 3.565          |
| <b>Other</b>  |       |               |                |                |                |                |
| Average Age of Plant (Depreciation only)                            | years |               | 10.4           | 10.0           | 9.0            | 9.6            |
| Net Plant, Property & Equipment (PP&E)                              |       | \$ 28,602,664 | \$ 26,480,983  | \$ 26,119,737  | \$ 25,264,006  | \$ 25,841,484  |
| Cash & Investments (Current Assets)                                 |       | \$ 17,052,428 | \$ 16,375,736  | \$ 15,321,421  | \$ 15,067,187  | \$ 15,880,050  |
| Current Assets Whose Use is Limited                                 |       | \$ 407,264    | \$ 406,965     | \$ 406,840     | \$ 407,634     | \$ 412,384     |
| Trustee Held Investments  |       | \$ 97,893     | \$ 106,229     | \$ 113,823     | \$ 121,773     | \$ 130,316     |
| Board-Designated & Undesignated Investments                         |       | \$ 601,021    | \$ 454,395     | \$ 225,927     | \$ 206,890     | \$ 213,873     |
| Fund Balance-Unrestricted   |       | \$ 16,975,863 | \$ 14,873,111  | \$ 13,960,759  | \$ 16,292,033  | \$ 17,870,621  |
| Temporarily Restricted Net Assets                                   |       | \$ 758,834    | \$ 1,145,640   | \$ 1,255,140   | \$ 1,491,572   | \$ 2,613,132   |
| Permanently Restricted Net Assets                                   |       | \$ 668,245    | \$ 659,629     | \$ 665,379     | \$ 671,154     | \$ 677,515     |
| Total Gross Patient Service Revenue                                 |       | \$ 96,117,904 | \$ 98,933,210  | \$ 100,244,282 | \$ 112,906,596 | \$ 112,552,211 |
| Net Patient Service Revenue   |       | \$ 64,118,076 | \$ 67,779,864  | \$ 69,690,249  | \$ 75,185,162  | \$ 75,786,027  |
| Total Non-Operating Revenue   |       | \$ 94,212     | \$ (2,377,624) | \$ 506,726     | \$ 359,716     | \$ 259,389     |
| Bad Debt (Provision for Bad Debt)                                   |       | \$ 1,239,091  | \$ 1,712,458   | \$ 1,807,168   | \$ 2,212,183   | \$ 3,012,694   |
| Free Care (Charity Care)  |       | \$ 8,063,278  | \$ 9,183,980   | \$ 9,387,758   | \$ 12,004,159  | \$ 10,853,014  |
| Total Operating Expenses  |       | \$ 73,844,430 | \$ 78,295,885  | \$ 84,726,919  | \$ 87,319,983  | \$ 90,748,038  |
| Total Advertising Expenses  |       | \$ 24,333     | \$ 24,638      | \$ 30,182      | \$ 54,947      | \$ 14,064      |
| Salaries and Benefits   |       | \$ 56,318,941 | \$ 60,244,347  | \$ 64,928,464  | \$ 67,191,251  | \$ 68,689,518  |

† Data not available or not applicable

## **Hospital Peer Group F**

The following hospitals are included in this peer group:

New England Rehabilitation Hospital

# Maine Health Data Organization

## Hospital Financial Information Part II

| New England Rehabilitation Hospital -- Portland, Me.                |              | 2014          | 2015          | 2016          | 2017          | 2018          |
|---|--------------|---------------|---------------|---------------|---------------|---------------|
| <b>Profitability</b>  |              |               |               |               |               |               |
| Operating Margin  |              | 25.20%        | 22.61%        | 26.91%        | 28.55%        | 25.05%        |
| Non-operating Revenue Margin  |              | 0.08%         | 0.07%         | 0.13%         | 0.15%         | 0.00%         |
| Total Margin  |              | 25.21%        | 22.62%        | 26.94%        | 28.59%        | 25.05%        |
| Return on Equity  |              | 102.50%       | 79.73%        | 121.20%       | 158.75%       | 126.30%       |
| Net Operating Income (Operating Surplus/Loss)                       |              | \$ 9,181,929  | \$ 7,992,575  | \$ 10,067,074 | \$ 10,923,634 | \$ 9,053,768  |
| Total Surplus/Deficit (Total Surplus/Loss)                          |              | \$ 9,188,995  | \$ 7,998,472  | \$ 10,080,512 | \$ 10,940,460 | \$ 9,053,768  |
| <b>Liquidity</b>  |              |               |               |               |               |               |
| Current Ratio (without Board Designated/Undesignated Investments)   | <i>rate</i>  | 2.696         | 3.562         | 3.183         | 2.125         | 2.194         |
| Days in Accounts Receivable   | <i>days</i>  | 52.5          | 64.6          | 58.6          | 59.7          | 60.6          |
| Days Cash on Hand (Current)   | <i>days</i>  | 93.8          | 80.3          | 59.1          | 87.5          | 70.5          |
| Days Cash on Hand (Incl. Board Designated/Undesignated Investments) | <i>days</i>  | 93.8          | 80.3          | 59.1          | 87.5          | 70.5          |
| Average Payment Period (Current Liabilities)                        | <i>days</i>  | 68.1          | 52.6          | 51.3          | 84.5          | 73.1          |
| <b>Capital Structure</b>  |              |               |               |               |               |               |
| Equity Financing  |              | 41.30%        | 47.98%        | 45.28%        | 37.06%        | 42.30%        |
| Debt Service Coverage   | <i>rate</i>  | 8.623         | 7.779         | 9.447         | 10.148        | 8.475         |
| Cash Flow to Total Debt   |              | 81.41%        | 84.44%        | 111.88%       | 102.91%       | 104.23%       |
| Fixed Asset Financing   |              | 91.72%        | 95.02%        | 94.66%        | 95.68%        | 81.38%        |
| <b>Asset Efficiency</b>   |              |               |               |               |               |               |
| Total Asset Turnover  | <i>rate</i>  | 1.679         | 1.691         | 2.037         | 2.058         | 2.133         |
| Fixed Asset Turnover  | <i>rate</i>  | 4.243         | 4.726         | 5.613         | 6.722         | 6.515         |
| <b>Other</b>  |              |               |               |               |               |               |
| Average Age of Plant (Depreciation only)                            | <i>years</i> | 8.8           | 9.7           | 10.7          | 12.3          | 12.8          |
| Net Plant, Property & Equipment (PP&E)                              |              | \$ 8,588,251  | \$ 7,479,941  | \$ 6,663,347  | \$ 5,690,740  | \$ 5,547,276  |
| Cash & Investments (Current Assets)                                 |              | \$ 6,696,523  | \$ 5,757,111  | \$ 4,240,947  | \$ 6,290,560  | \$ 5,014,568  |
| Current Assets Whose Use is Limited                                 |              | †             | †             | †             | †             | †             |
| Trustee Held Investments  |              | †             | †             | †             | †             | †             |
| Board-Designated & Undesignated Investments                         |              | †             | †             | †             | †             | †             |
| Fund Balance-Unrestricted   |              | \$ 8,965,238  | \$ 10,031,710 | \$ 8,317,148  | \$ 6,891,608  | \$ 7,168,376  |
| Temporarily Restricted Net Assets                                   |              | †             | †             | †             | †             | †             |
| Permanently Restricted Net Assets                                   |              | †             | †             | †             | †             | †             |
| Total Gross Patient Service Revenue                                 |              | \$ 56,131,187 | \$ 53,518,873 | \$ 52,446,432 | \$ 53,963,882 | \$ 50,951,293 |
| Net Patient Service Revenue   |              | \$ 35,749,811 | \$ 34,661,718 | \$ 36,700,579 | \$ 37,738,007 | \$ 35,810,149 |
| Total Non-Operating Revenue   |              | \$ 7,066      | \$ 5,897      | \$ 13,438     | \$ 16,826     | †             |
| Bad Debt (Provision for Bad Debt)                                   |              | \$ 470,123    | \$ 637,979    | \$ 620,287    | \$ 454,799    | \$ 429,109    |
| Free Care (Charity Care)  |              | \$ 256,767    | \$ 218,593    | \$ 469,418    | \$ 183,380    | \$ 170,124    |
| Total Operating Expenses  |              | \$ 27,254,572 | \$ 27,358,545 | \$ 27,337,347 | \$ 27,331,667 | \$ 27,088,472 |
| Total Advertising Expenses  |              | †             | †             | †             | †             | †             |
| Salaries and Benefits   |              | \$ 16,434,503 | \$ 16,297,890 | \$ 16,731,441 | \$ 16,769,198 | \$ 16,575,480 |

† Data not available or not applicable